

# THE NATIONAL WOOL GROWER

VOL. XVII

JULY, 1927

NUMBER VII

## NATIONAL WOOL GROWER

Published Monthly by the National Wool  
Growers Association Company, (Inc.)

F. J. HAGENBARTH, President

Published at 303 McCormick Building, Salt Lake City,  
Utah.

SUBSCRIPTION \$1.50 PER YEAR

Entered as Second Class Matter January, 1913, at the  
Postoffice at Salt Lake City, Utah.

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## THE EDITOR'S BOX

### Opinions on Wool Selling Plans

The wool market has shown material improvement since the bulk of the clip passed out of the ownership of growers. The real values that should prevail as a result of supply and demand may now be shown under more orderly selling by the consignment and dealing houses. For some time yet salesmen having consignments will have probable competition of owners of cheaply bought clips that can be sold at a profit without waiting for the market to become adjusted to values in foreign markets.

President Hagenbarth's strong article in this issue demands study and reply. The similar views of Vice-president Ellenwood and Mr. Clark show how harmonious are the conclusions and suggestions of those who best know the conditions and speak from the view point and in the interest of the growers.

### The Obstreperous Lamb Market

A season that gave some prospects of being comparatively comfortable for wool growers lately is developing features of very active interest and concern.

The lamb market, true to form, has done the unexpected. Many of those at the markets, however, adhere to their original idea of prices above those of last year to prevail for fat lambs in the fall months.

The main cause of the drop appears to be found in the large shipments to Atlantic markets from native territory and the resulting lack of competition through eastern orders at Chicago.

In this issue Mr. Poole lays part of the blame for price reactions upon absence of direct response of retail prices to wholesale figures. The retailer's statement on the point would be illuminating. This recent break cannot be charged to faulty distribution by western shippers and commission men, as can similar developments that frequently take place in the fall shipping season. A further discussion of the association's work and study along that line is printed in this issue.

### Show Points of Sheep

Is the face covering of Rambouillet sheep a necessary point of utility, or is it purely a fancy or show point?

The discussion of this question as continued in this issue by Mr. J. P. Van Houten suggests that face covering is a show and not a utility point and that breeders can effect and continue the same general improvement of fleece on sheep with open faces as has been done with the covered faced stock.

Shows are of great value to breeders and also to range men who depend upon the breeder to supply the blood needed for improvement of range flocks. Perhaps these buyers of commercial rams have not analyzed these discussed points of sheep as carefully as in their own interests they might have done. They may have been too ready to accept the dictum of the show ring as applying to range standards. If so, it is they who are at fault rather than the breeders who seek to produce what the trade wants and who use the shows to measure their accomplishments, to advertise their flocks, and to help in the education of sheepmen and of the public generally.

If range men want open-faced sheep, let them say so and the show standards soon will be adjusted.

### Table of Contents

#### Regular Departments:

The Editor's Box .....	11
Around the Range Country .....	16
Sheep Affairs in Australia and New Zealand .....	28
The Wool Sack .....	33
Range and Market Trade in Lambs.....	35
Letter from a Shepherd to His Pal.....	40

#### Special Articles:

The Freight Rate Case .....	12
Adjustment of Grazing Fees on Nevada Forests .....	12
Marking Grades of Beef .....	13
In Memoriam—Gen. J. P. Wood .....	13
National Wool Marketing Committee Meets .....	13
A Wool Textile Institute?.....	14
President Harvey of Utah on Wool Marketing .....	14
Number of 1926 Lambs Slaughtered.....	15
The National Ram Sale .....	15
California Ram Sale and Wool Show.....	18
What's Wrong with Wool Values?.....	19
Rambouillet Face Covering As Viewed by A Noted Breeder and Judge .....	21
Face Covering As a Protection.....	22
The Situation in Feeders.....	22
Meeting the Wool Buyer.....	23
California Court Rules on Lamb Contract Case .....	24
Change in Packers and Stockyards Administration .....	24
Saner Wool Selling .....	25
Chronic Progressive Pneumonia in Sheep .....	26
Not Crepe but Candor Wanted.....	27
Sheep and Wool Specialists Confer.....	27
Prevention of Price Breaks in the Fall Lamb Markets.....	29

### THE FREIGHT RATE CASE

The general investigation of present live-stock freight rates, as called for by the Interstate Commerce Commission under I. C. C. Docket 17,000, was opened with public hearings at Salt Lake on June 30. The hearings continued until July 2 and adjourned for further testimony to be taken at Portland and Los Angeles.

The announcement by the commission of this case and the inquiries made by the examiners conducting the hearings afford encouragement to shippers who have been looking and hoping for the establishment of some general and permanent rules for constructing live-stock rates.

Testimony for the National Wool Growers Association was submitted at the Salt Lake hearing by the Secretary and by Counsel H. W. Prickett. The statistical exhibits submitted by the counsel conclusively showed the existence of a very complicated and unequal condition in live-stock rates as now applying in different parts of the western territory. The commission had seemed to suggest that the territory from the Missouri River to the Pacific Ocean might be divided into three zones and that a different level of rates will be established in each. The National Wool Growers Association recommended that one general scale of mileage rates should apply in all that general territory and that that level should be materially below the existing one. The tentative suggestions in this regard which were made for the association were based on a minimum car-loading weight of not over 22,000 pounds. The Secretary called the attention of the commission to evidence already placed before it and recognized by it in previous decisions to the effect that it is not often possible for sheep in any territory to load to the present car weight. It was recommended that at the beginning the 23,000 pound minimum should be reduced to 22,000 and that beyond that the reduction in charges to be made should be apportioned between alteration in the present loading weights and in the rates themselves, as the judgment of the commission should determine.

Already there has been some expression of criticism based upon a misunderstanding

ing of the tentative proposals placed in evidence. The lower scale of rates suggested for the association would, in the ordinary course of procedure, and, if finally favored by the commission, be considered as rates not to be exceeded. The railroads would be left free to establish or continue lower rates wherever they cared to do so. Some such comparatively low rates are already in existence. These would not be required to be raised even though the commission should finally order into effect as the maximum scale a general mileage arrangement along lines suggested by the two national associations.

The commission had specifically requested that testimony be submitted regarding the existence or nonexistence of depression in the live-stock industry. In testifying on this point regarding the sheep industry, the Secretary presented statistics of cost of operation and of receipts per head for 1910, 1918, 1920, 1924, and 1926. It was shown and argued that while receipts were still clearly above the level obtaining from 1910 to 1914, prices in the main had declined within the last few years while expenses appear to have been stabilized at a high point. It was argued that in the light of the Congressional action through which the present hearings resulted a reduction in freight rates should be made.

### ADJUSTMENT OF GRAZING FEES ON NEVADA FORESTS

Interesting and suggestive developments have taken place in respect to the new scale of forest grazing fees as it is to take effect in 1928.

In making his final decision of support of the Rachford-Casement fees at Salt Lake City, January 25, the Secretary of Agriculture included the statement that that scale of fees would be placed in effect in 1928 "subject to such further reductions as may be found equitable to adjust fees fairly as between the different national forests and regions \* \* \*."

Following the announcement of the Secretary's decision, officials of the Nevada Land and Live Stock Association entered vigorous representations in support of their claim that the fees as proposed to be applied were unfair in respect to Ne-

vada forests when considered in comparison with fees determined upon for other regions. After considerable discussion of grazing fees on national forests administered as a part of Forest District No. 4, which has headquarters in Ogden, Utah, in a number of informal meetings, a final conference was held at Elko, Nevada, May 25, between representatives of the Forest Service and the Forest Advisory Board of the Nevada Association.

The officials of the Ogden office of the Forest Service had conceded that to some extent Nevada grazing fees as proposed were relatively higher than those proposed for other sections. Attempt was made to come to an agreement between the officials and the representatives of the stockmen as to the extent of the reduction to be made in the Rachford-Casement scale. Such agreement, however, was not reached. The amount of the reductions is shown by the figures quoted below for one district in each of the three forests concerned.

As proposed to take effect the new fees were adjusted for seven districts of the Nevada National Forest, three districts of the Humboldt, and six districts in the Toiyabe. In the Mt. Moraja division of the Nevada Forest, the present fee for sheep is  $2\frac{1}{2}$  cents per head per month. The new scale as revised by Mr. Casement placed it at  $4\frac{1}{4}$  cents per head per month. The present proposal of the Ogden officials is to have a charge of  $3\frac{1}{4}$  cents per head per month. In the Santa Rosa division of the Humboldt Forest, the charges are 3,  $4\frac{1}{4}$ , and  $3\frac{3}{4}$  cents per head per month respectively under the present, the Casement, and the adjusted scales of charges. In the three divisions of the Toiyabe Forest under which sheep are admitted, the proposed scale was reduced from  $4\frac{1}{4}$  cents to  $3\frac{1}{2}$  cents per head per month.

The reduction from the Rachford-Casement scale of charges for sheep grazing is somewhat greater than in the charges for cattle. That scale called for cattle grazing charges varying from ten to seven cents per head per month. In a few instances the new adjustment calls for a reduction of as much as two cents per head per month. In some cases, however, no adjustment is proposed and in others a reduction of one cent per head per month.

### MARKING GRADES OF BEEF

The grading and stamping of prime and choice beef was commenced at nine middle western and eastern cities on May 1. The first week 300 carcasses were graded; an increase was registered each succeeding week, and for the week ending June 11, a total of 1301 was recorded. For the entire six weeks' period 4895 carcasses were graded. Of this number, 1882 were marked at Chicago, 1212 at Kansas City, 932 at New York, 577 at Omaha, and the rest at Topeka, St. Joseph, Sioux City, Boston, and Washington. Of the carcasses graded less than one per cent were stamped as prime.

This work had its inception in the idea that the low prices received for cattle of the best breeding and highest finish were due to ignorance on the part of the consuming public as to the real quality of the beef they were purchasing, which made it possible for butchers to sell inferior grades on a parity with those of higher quality. As a result of the agitation started by Mr. Alvin H. Sanders of the Breeder's Gazette a meeting of all interested cattle raisers and finishers was called last July and at that time the Better Beef Association was formed. This association is financing, and the National Live Stock and Meat Board is handling the publicity and educational work necessary to insure success to the project.

The government is bearing the expense of the grading and the Bureau of Agricultural Economics of the U. S. Department of Agriculture has the work in charge.

While many factors are taken into consideration by the graders, the three fundamental characteristics upon which they base their grading are conformation, finish, and quality, with the last named factor, of course, ranking first in importance. Uniformity in the work done at the nine different cities in an essential feature of the undertaking and to obtain this every effort is being made. Only men having many years' (eight at least) experience along this line are employed and then only after careful training in the use of the government standards and under strict supervision.

While at present this grading work is limited to the two higher classes of beef and to nine cities, it has a very wide hor-

izon, the extent of its development depending upon the outcome of this initial undertaking. It is reported that already packers in other cities than the nine mentioned have asked for a similar service and up to June 11 one hundred fifty retailers with markets in thirty-five cities of twenty-five states had declared their intention of handling graded beef, and many of the railroads have also signified their intention of requesting that their orders be filled with government graded beef. At present this service is open to any packer in the nine cities mentioned who has government inspection. Retailers secure the graded beef by making requests through such packers.

### IN MEMORIAM

Gen. John P. Wood

Gen. John P. Wood, one of the ablest and best known figures in the textile world, died at Wayne, Pa., on June 25. Death came as the result of injuries received in an automobile accident.

Gen. Wood was trained as a lawyer, but through inheritance became allied to the textile and woolen business and to that industry he brought a fund of knowledge and an alertness of intellect that made him a valuable leader. Members of the industry recognized his ability and called on him to fill many executive positions. During his life he served as president of the National Association of Wool Manufacturers, organized and acted as first president of the Textile Alliance, Inc., and also was head of the American Association of Woolen and Worsted Manufacturers.

In tariff matters he was particularly well informed. During the Congressional hearings held prior to the enactment of the Fordney-McCumber law, he represented the National Association of Wool Manufacturers, the American Association of Woolen and Worsted Manufacturers, and the National Association of Worsted Spinners. At that time he showed himself to be a thorough student of all aspects of wool affairs and acted with complete fairness in discussion of the framing of the raw wool duties.

Gen. Wood was sixty-three years old at the time of his death. He left a widow, two sons and a daughter.

### SUMMER EVENTS FOR SHEEPMEN

Annual Convention and Ram Sale, Sheep and Goat Raisers Assn. of Texas—July 19-21, Kerrville, Texas.

Annual Convention, Wyoming Wool Growers Assn.—July 20-22, Lander, Wyo.

Idaho Ram Sale—August 10, Filer, Idaho.

Oregon Ram Sale—August 18-19, Pendleton, Oregon.

National Ram Sale—August 29-31, Salt Lake City.

### NATIONAL WOOL MARKETING COMMITTEE MEETS

The National Wool Marketing Committee was arranged for voluntarily through action by representatives of twenty-six wool marketing organizations that were called to Washington last February by the Secretary of Agriculture to discuss the department's working plans regarding wool marketing. Following the conference with the government officials, these representatives held a meeting of their own to discuss the coordination of existing efforts along wool marketing lines.

The committee appointed at that time met again immediately after the adjournment of the session of the American Institute of Cooperation on July 2, 1927, at Chicago, with the following in attendance:

L. B. Palmer, Palastrala, Ohio; James A. Hooper, Salt Lake City, Utah, members of the committee, and R. A. Ward, Portland, Oregon, acting in place of E. E. Brownell, member of the committee and the following: C. J. Fawcett, Boston, Mass.; Matt Walsh, Boston, Mass.; M. R. Benedict, Brookings, S. D.; T. I. Ferris, Pleasant Lake, Indiana, and H. E. Erdman, Berkley, California.

In view of the fact that three of the members of the committee were absent extended action was not taken, but the committee discussed the value of orderly marketing and the following resolution was unanimously adopted:

Resolved: That this conference arrange for studying the co-ordination of the various wool marketing and financing units with a view to developing a definite plan for selling and financing wool, as we believe through orderly marketing, both the producer and general public will be best served, and that orderly marketing will establish more stability, better quality and production, and

That the views of the members be submitted at a meeting to be held in December, 1927, and request the federal government, through the division of cooperative marketing, make a study of existing federated agencies covering marketing organizations of agricultural commodities and submit the same to the December conference.

### A WOOL TEXTILE INSTITUTE?

Reorganization of the woolen and worsted industry is underway. At a meeting held in New York on June 23 some 200 members of the industry, old-line houses as well as the younger element, listened to an exhaustive analysis of their business by Arthur D. Whiteside, head of the National Credit Office, and received his recommendations with more unanimity of opinion than has been given to any previous proposals. The outcome of this meeting is summarized by the Daily News Record as follows:

1. Indications that with the next general market opening fabric prices will be revised upward.

2. The possibility of adopting a standard cost-finding system for the industry.

3. The possibility that present associations of woolen and worsted men may be merged into one large group, despite conflicting opinions held by these organizations.

4. The possibility of the appointment of a "dictator" for the industry.

"Aside from the plans actually projected," the Daily News Record states, "there is a possibility, according to a member in the business, that something akin to the Cotton-Textile Institute is looming up on the woolen and worsted horizon. The ideas sponsored at the meeting are of such magnitude that some believe it almost certain a Wool Textile Institute is in the offing. And if such a group actually is formed, there is the possibility, it is pointed out, that a leader of American business or industrial life might some day be invited to direct the reins of the organization."

The immediate action of the meeting was the appointment of two committees: one composed of twenty-three representatives from the production side of the business and the other with twenty-one members from the distribution end. These two committees met on June 29 and at that time the production committee appointed two subcommittees to study "price maintenance" and "industrial, publicity and advertising," and the distribution committee announced that it was working on a system of uniform cost-accounting. Further meetings of these committees are scheduled for July, but no definite announcement of the time has been made.

### PRESIDENT HARVEY OF UTAH ON WOOL MARKETING

Wool pools have merit, but growers should not think the wool pool is the last move for orderly marketing. It assembles the smaller clips for selling in an organized group. It is in the final analysis, group selling, and the sale is generally made to the dealer in much the same way as the large individual clips are handled. But has the committee or individual in charge of the pool been groomed and experienced in specialized salesmanship, or is he merely bluffing the sale through?

Orderly marketing, which must some day be the manner in which wool will move to eastern consuming centers, means merchandising wool through highly efficient men who have specialized in wool and wool selling. This does not mean selling by men who have spent ten to twelve months on the range, but the employment of agencies to merchandise large volumes of wool, as only large volumes can command the services of men capable of meeting the purchaser of wool.

Salesmanship alone will not sell wool; it must be displayed because of its characteristics. And this cannot be done in any old barn or building.

On account of the lack of salesmanship and display, wool has become a highly speculative article, usually selling at an average price for a certain district, regardless of quality, staple, grade, or shrinkage. Wool can now be adequately financed and wool growers must, for their own protection and the successful continuation of the industry, employ through their associations, agencies to display and sell their product properly. When this is done, the grower will receive a price for his wool that more nearly equals the price paid for similar wool in foreign markets, plus the tariff and transportation costs from foreign countries to the American markets.

H. W. Harvey, President  
Utah Wool Growers Assn.

Range conditions in Montana were never better. Grasses are showing a growth unprecedented in the last twenty years, according to old timers, and there has been no hot weather as yet, with the result that everything is still as green as can be.

Leon Shaw.

### NUMBER OF 1926 LAMBS SLAUGHTERED

Some doubt was expressed last year in regard to the Department of Agriculture's estimate of a ten per cent increase in the lamb crop. It was then reported that the western crop was sixteen per cent above that of 1925 and that there was a decrease in the native lamb states.

The increased slaughter of sheep and lambs from the 1926 crop as compared with that of 1925 was six per cent. This is for the period of July 1, 1926, to March 31, 1927. The slaughter of sheep and lambs in the calendar year 1926 was 12,960,878, which was an increase of eight per cent over 1925.

The above figures are as reported for the number of sheep slaughtered under federal inspection. Since lambs form such a large proportion of the sheep slaughter, and because most of the sheep and lamb slaughtering is done by concerns having federal inspection, these figures can safely be taken as showing the variation from year to year in the numbers slaughtered.

The extent of slaughtering may not altogether measure the extent of production, but it affords a very valuable guide. The government estimate shows an increase of ten per cent in the 1926 crop and the slaughter was six per cent greater up to March 31, 1927. If the estimate was correct it would appear that four per cent of the increase in the 1926 crop was retained for breeding in addition to the usual number. That this has actually occurred is not improbable. However, in most cases the holding of larger numbers of ewe lambs would necessitate the selling of more old ewes, which would be included in the slaughter records.

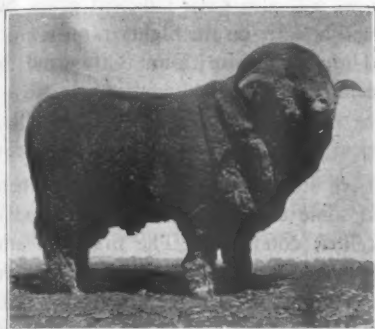
The numbers of sheep (and lambs) slaughtered each month under federal inspection for corresponding parts of the last two years is as follows:

#### Sheep (and lamb) Slaughtered, 1925-6 and 1926-7

	1925-1926	1926-1927
July, 1925	1,071,074	July, 1926 1,041,683
August "	1,030,751	August " 1,093,251
September "	1,085,837	September " 1,224,325
October "	1,083,073	October " 1,167,451
November "	878,892	November " 1,038,859
December "	981,118	December " 1,171,829
January, 1926	1,039,271	January, 1927 1,114,889
February "	987,730	February " 1,005,635
March "	1,162,503	March " 1,026,736
	9,320,249	9,884,658

# ENTERED FOR THE 1927 RAM SALE

The Twelfth Annual National Ram Sale under the Management of the National Wool Growers Association to be Held at the Union Stock Yards, Salt Lake City, Utah, August 29-30-31.



One of the Merritt stud entries from Woodland, Calif.



One of the Finch yearlings to be sold as a single stud.

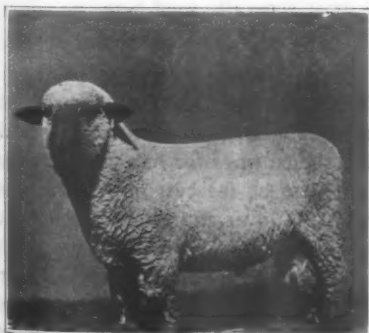
1500  
RAMBOUILLET RAMS  
from  
Forty Flocks



A two-year-old stud entry of J. K. Madsen.  
A Son of Old 467.

1500  
HAMPSHIRE RAMS  
from  
Twenty Flocks

Also, CORRIEDALES — SUFFOLKS — LINCOLNS — COTSWOLDS — ROMNEYS



One of the Nebeker stud entries. Sired by American Boy, purchased in the 1925 sale at \$950.



A stud entry from the Briggs flock at Dixon, Calif.

The Catalog containing full list of entries will be ready for mailing August 1.

# AROUND THE RANGE COUNTRY

The notes on weather conditions appearing under the name of the various states are furnished by J. Cecil Alter or the U. S. Weather Bureau, and based upon reports and publications of that bureau.

The letters are from interested readers. The Wool Grower welcomes and desires such communications from any part of the country and also invites comments and opinions upon questions relating to the sheep industry and statements of occurrences of importance and significance to wool growers.

## WYOMING

The high ranges opened rather late, but generally the grasses and general forage are good or excellent and live stock are reported in thrifty condition. Shearing was practically completed, having progressed favorably as a rule. The range is reported the best in years over the higher areas of the northwestern portion. Corn has not done so very well, needing more sunshine and warmth in places. Meadows have done very well as a rule, some of them being excellent.

### Casper

An abundance of rain fell during June and good growing weather has prevailed. Feed conditions are excellent; the outlook for grass on the summer range has never been better.

Our lambing losses were very heavy this year and our lamb crop is 15 per cent below last year's. Eleven cents is the contract price paid recently for feeders.

More rams will be purchased by sheepmen from this section this fall. The call will be mainly for Rambouillets.

P. C. Nicolayson.

### Upton

We had a very wet June, but spring feed has been good and excellent summer feed is looked for. We only raised about half a normal lamb crop this year, as our losses were extremely heavy. Feeder lambs are being contracted at eleven cents.

Rambouillet rams are in general use here, but fewer purchases will be made this fall.

E. C. Mullin.

### Wheatland

We had a severe storm the 9th and 10th of May, but since then and up to the

present (June 13) the weather has been fair. Grass on the spring ranges was fairly good, but late. Heavy losses occurred during lambing season and the crop is, I judge, about 20 per cent short. Feeders are being contracted at eleven cents. Thirty-one cents has been paid for wool recently.

H. M. Small.

## MONTANA

Ranges and live stock are generally good to excellent. Shearing is nearly done, having been accomplished largely with good weather. Fleeces were reported lighter than normal in the southeast, but heavy and clean in Fergus County. Alfalfa haying is in general progress with satisfactory to exceptionally good cuttings, except in the southeast where they appear lighter. Wild hay is unusually good. More grass appears on the Lewistown benches than for twenty years. Corn started late but is making good growth.

### Eight Point

Sheep are doing fine. There is a lot of grass and water and a good hay crop is expected. If prices are about as they were last year, we shall probably pull through after one of the worst springs in many years.

Garrette Clarke.

## IDAHO

Pastures and ranges made steady improvement over practically the entire state and are now largely in good or excellent condition, supporting live stock in good shape. The first alfalfa haying is pretty well along generally, on a good crop, and with good weather conditions.

### Tendoy

We have had very good growing weather since the big snowfall we had late in the spring. The grass on the spring range is still green and growing and the prospects for summer feed were never better.

Our lamb crop was about normal this year, with fewer losses than usual. No lambs have been contracted here.

We use Rambouillet rams nearly altogether. I think fewer purchases of rams will be made this fall than a year ago.

Charles A. Carlson.

## New Meadows

The month of June brought us cool weather and plenty of moisture. Spring feed has been good and the summer ranges will also have sufficient grass, but it will be later on the higher ranges.

The Hampshire ram is favored by sheepmen here.

Albert Campbell.

## OREGON

Live stock are doing well everywhere, and some cattle have been marketed in excellent condition. The first hay crop has been cut in the milder districts, and has begun in most higher counties. Much clover has been cut, though some hay of all kinds was damaged by wet weather. Pastures are generally good to excellent. A considerable acreage of rye has been cut for hay. Sheep shearing was completed during the month, though in some wet weather.

### Mt. Vernon

We had lots of rain during June and exceptionally good feed is assured for the summer range at this time (June 25).

Our lamb crop was 20 per cent under that of last year and our losses were much heavier. Something should be done to stop the loss of ewes during lambing, as nearly all the sheepmen here lost heavily during lambing this year. Contract prices for feeder lambs for fall delivery have ranged from ten to twelve cents during the last two weeks.

Breeders will require about as many rams as usual this fall. Rambouillets are most generally used here.

R. G. Moore.

## WASHINGTON

Some farmers have cut lanes for the combines through their grain fields, using the cuttings for hay. Pastures are reported to be the best in years in most sections. Clover and alfalfa haying progressed under favorable hay curing weather, except for slight losses in eastern counties. Some northwestern areas need more rain. Live stock are in satisfactory condition.

### Oroville

We had excellent spring weather and good grass. The number of lambs raised equals that for last year. I have not

heard of any contracting at this time, June 7. Ten dollars is being paid for shorn yearling ewes, and some wool has been moved at 23 to 27 cents per pound.

Victor Lesamiz.

### CALIFORNIA

Sunshine and moisture have been ample of late for the satisfactory advancement of most crops, though the season is about two weeks late. Cereal grain harvests have progressed with favorable weather over most of the state, though some hay was spoiled by showers in Humboldt County, and about ten thousand acres of grass and brush were burned over in Kern County. Seasonal progress was made with hay crops in Santa Clara and other valleys, hay being mostly good or excellent. The third crop has been gathered in the Sacramento valley. Live stock are everywhere in satisfactory condition.

#### Dixon

June weather was good until the latter part of the month when it became very hot. Spring feed was fair here, but it was too rank and seedy for lambs. Altogether it has been a poor lambing year in this section and it is only about a 90 per cent crop. While our losses were under those of a year ago, about 15 per cent of our ewes were barren. Then, as stated above the feed was not suitable for the lambs. Good summer feed is assured.

Shropshire and Hampshire rams are used most generally in this locality. I estimate that only about 25 per cent of the rams are Merinos. About the same number of rams will be required this season as usual.

At the present time, June 29, yearling ewes are selling at \$13.50 to \$14.00 and lambs at 23 cents. Thirty cents is being paid for wool.

H. G. Brown.

### NEVADA

Good weather, with sufficient warmth and moisture, has kept live stock and ranges in good condition, generally, and young calves and lambs especially have thriven. Shearing was completed without untoward weather conditions. Persistent winds of late have hindered haying, and some hay was wet by showers,

though losses have not been great. Haying is generally well advanced, and much of it in the lower sections has been completed, with the second crop advancing satisfactorily. The lower ranges of the southern and eastern counties are in need of rain.

#### Simpson

Feed on the low range is very good, but late. Our lamb crop was a normal one this year. Sales of wool have been reported at 27 to 29 cents. Shorn yearling ewes have brought \$12 per head, and lambs for fall delivery have been tied up at 10½ cents.

W. L. Blackwell.

### UTAH

Ranges are mostly excellent at the higher elevations and live stock are doing well, though the lower pastures and foothill ranges have lacked rain at times, and generally over the southern portion the lack of rain has curtailed the forage crop to date. Some oats were cut for hay to supplement a light first cutting of alfalfa which resulted from weevils and a late spring. The second alfalfa crop is making good advancement, promising a heavy crop in most sections. Some cuttings of the first crop got wet, though without serious loss.

### COLORADO

Pastures, ranges and live stock are reported in good condition, live stock having shown considerable improvement of late as more range feed became available. Corn has needed warmer weather and still shows the effects of a late spring start. The cutting of the first crop of alfalfa is under way in northeastern and western valleys, some western slope hay having been damaged by showers. In general the season continues a little backward.

#### Fairplay

We had cold and dry weather during all of May and the grass was about two weeks late in starting. On account of the backwardness of the season our losses in lambs were heavier than usual due to lack of milk. We raised about a 95 per cent lamb crop.

Up to this time, June 3, some wool

estimated to shrink around 65 per cent, has sold at 33 cents.

H. Hadley.

### Durango

Up to June 20 it was very dry and windy, but since then we have had rain. Feed on the spring ranges has been good and from present indications, the summer range will also be good.

Lambs have been contracted at 10½ to 11 cents for fall delivery. Our lambing percentage was higher this year than in 1926.

Rambouillet rams are mainly used in this section. There will be the usual demand for them this fall.

Heather Bros.

### ARIZONA

Ranges are now fair to excellent, and live stock fair to good, generally over the state. Live stock are fat in eastern Graham County, and cattle are above normal in the Pinedale section; but in southeastern counties live stock are only fair to good, and in southwestern Coconino County and the Holbrook grazing area, only fair. Cattle and ranges are only fair in the Douglas section, and need rain. Cold weather retarded grasses in the higher parts of northern Arizona.

### NEW MEXICO

Ranges are still dry and poor in extreme southern counties, but elsewhere showers have brought considerable improvement lately. Live stock as a result are generally fair to good, and gaining. More rain is needed generally. Crop prospects generally are pretty good, though they will all be late. The range has made satisfactory growth at Roswell, but more rain is needed. The second cutting of alfalfa is progressing in the lower Rio Grande, where corn is earing. Live-stock water is ample over most eastern and northern sections.

### WESTERN TEXAS

Ranges are fair and showing some improvement, and live stock are fair to good. Both range and live stock are in better condition in central Texas. The range has been dry for so long that live stock

(Continued on page 46)

## California Ram Sale and Wool Show

As announced in the June Wool Grower, 935 rams of various breeds went through the auction ring at the California Ram Sale, at an average price of \$53.08, which was \$2.95 more than the 1926 average on 898 rams. The sale this year opened the new pavilion which has been erected by the University of California at Davis, where the sale is held annually, this year on June 7th and 8th. Col. Dwight Lincoln was the auctioneer.

The top price of the sale was \$400 paid for a Hampshire and also for a Rambouillet. This is under the Hampshire top for last year by \$125, but over the highest price paid for a Rambouillet in 1926 by the same amount.

### Top Prices on Single Stud Rams

**Hampshires:**  
\$400 for a ram sold by Frank Brown & Sons of Carlton, Oregon, to E. M. Hammond of Merrill, Oregon.  
\$270 for a ram sold by Frank Brown & Sons to J. A. Kerrigan of Live Oak, Calif.

**Rambouillets:**  
\$400 for a ram sold by Bullard Bros., Woodland, Calif., to Wm. Briggs of Dixon, Calif.  
\$350 for a ram sold by Bullard Bros. to E. M. Hammond, Merrill, Oregon.

**Shropshires:**  
\$175 for a ram sold by Oeste Bros., Davis, Calif. to E. E. Holbrook of Hollister, Calif.

### CONSIGNORS' AVERAGES

	SINGLES	PENS
	No. Price per head	No. Price per head
<b>Rambouillets:</b>		
W. L. Blackwell, Simpson..	10	\$45.00
Wm. Briggs & Son, Dixon..1	\$125.00	25 57.00
Bullard Bros. ....3	283.34	18 45.83
Corriedale Sheep Co., Davis	3	37.50
G. C. Galbraith, Yuba City	3	60.00
W. H. Guscetti, Loyalton...	2	30.00
Dwight Lincoln, Marysville, Ohio .....	2	227.50
Carl Lindheimer, Woodland	21	40.97
G. N. Merritt & Son, Woodland .....	3	58.34
R. F. Miller, Davis.....2	125.00	8 53.12
F. W. Simpson, Wellington, Nev .....	9	35.50
Phil Smith, Esparto .....	8	41.56
Gordon H. True, Berkeley..1	255.00	
University of California...1	130.00	11 78.19
E. E. Brownell, Suisun.....	2	37.50
<b>Hampshires:</b>		
W. L. Blackwell, Simpson, Nevada .....	10	46.25
Wm. Bond, Newark.....	6	50.00
Frank Brown & Sons, Merrill, Ore. ....4	257.50	51 50.49
E. E. Brownell, Suisun...1	200.00	75 35.50
C. B. Church, Rough and Ready, Nev. ....	9	44.17
Comstock & Baird, Lincoln	10	50.00
Henry Fish Seed Co., Santa Barbara .....	2	42.50
J. D. Grieve, Davis.....	48	48.23

Hammond Ranch, Merrill, Oregon .....	23	55.43
J. G. S. Hubbard & Son.....		
Monroe, Ore. ....3	123.33	
Alex F. Johnson, Dixon.....2	120.00	3 85.00
Link & Wilson, McMinnville, Ore. ....	10	45.00
R. F. Miller, Davis.....1	130.00	6 47.50
Mt. Haggin L. & L. Co., Anaconda, Mont. ....1	175.00	52 45.14
Spencer Ranch Co., Cranmore .....	100	42.99
Straloch Farm, Davis.....3	124.17	21 59.40
G. K. Swingle, Davis.....	2	42.50
University of California...1150.00	4	53.77
University of Nevada.....1	65.00	
<b>Shropshires:</b>		
Frank Campbell, Davis.....	50	31.10
J. I. Casale, Red Bluff.....	25	32.00
Corriedale Sheep Co., Davis .....	2	85.00
F. T. Fox, Silverton, Ore...2	62.50	2 77.50
Henry Ranch Co., Portland Ore. ....3	57.50	
J. W. Marshall, Davis.....3	100.00	5 85.00
Oeste Bros., Davis.....2	150.00	2 85.00
G. K. Swingle, Davis.....	15	47.83
University of Nevada.....2	60.00	6 55.00
H. Vaughn, Dixon.....4	76.87	8 43.87
<b>Romneys:</b>		
E. E. Brownell, Suisun.....2	100.00	
University of California...	2	55.00
<b>Romeldales:</b>		
Spencer Ranch Co., Cranmore .....	101	58.10
<b>Delaine-Merinos:</b>		
Ed. Gambrel, Ukiah.....3	50.00	
F. H. Russell, Wakeman, Ohio .....	1	27.50
<b>Panamas:</b>		
Ellenwood & Ramsay, Red Bluff .....	18	54.44
<b>Corriedales:</b>		
Corriedale Sheep Co., Davis .....	1	105.00
<b>Suffolk-Hampshires:</b>		
Ellenwood & Ramsay, Red Bluff .....	50	57.25

### THE WOOL SHOW

For the third consecutive time the California Wool Growers Association has held a wool show in conjunction with its annual ram sale, and each year interest and competition grows keener. The 1927 show was in the hands of Prof. R. F. Miller of the University Farm, and Ellis Farrar, wool grader for the Northern California Wool Warehouse at Red Bluff, and John Durham of the San Francisco office of the Pacific Cooperative Wool Growers, did the judging.

Some fourteen trophies are contended for each year, and highest honor goes with the winning of the large Palace Hotel Trophy which is offered annually for the best California fleece. This year Ed. Gambrel of Ukiah carried the cup home, having

won it on a Delaine fleece. A Rambouillet fleece submitted by Wm. Briggs of Dixon was considered the second best fleece in the show. Another of the desirable trophies to be won is that of the National Association of Wool Manufacturers for the most valuable fleece from the manufacturers' point of view. Mr. Frank Clarke of Laytonville secured this prize. In the section for range ram fleeces Phil Smith of Esparto received the award, and Mrs. Ed. Gambrel exhibited the best ewe fleece. Other awards were as follows:

Best fine wool fleece, Ed. Gambrel.  
Best medium wool fleece, Dr. E. E. Brownell of Suisun.  
Best coarse wool fleece, Walter Hubbard of Fresno.

### Northern Counties

**Fine**  
1st—Ed. Gambrel.  
2nd—Eugene Lyons, Orick.  
3rd—F. C. Clarke, Laytonville.  
**Medium**  
1st—William Clark, Petrolia.  
2nd and 3rd—Leslie Crane, Santa Rosa.

**Coarse**  
1st—E. O. Filby, Hydesville.  
2nd—J. M. Jamison, Santa Rosa.

### Middle Counties

**Fine**  
1st—Wm. Briggs, Dixon.  
2nd—G. N. Merritt, Woodland.  
3rd—F. N. Bullard, Woodland.  
**Medium**  
1st and 3rd—E. E. Brownell, Suisun.  
2nd—Spencer Ranch Co.

**Coarse**  
1st and 2nd—Corriedale Sheep Co., Davis.  
3rd—E. C. Tribble, Lodi.

### Southern Counties

**Coarse**  
1st—Walter Hubbard, Fresno.

### STOCK WATER LAW CASES

In 1925 the Nevada legislature passed a law prohibiting the grazing of more than fifty head of stock within three miles of any spring or water source by any party other than the owner of the water right. In February of this year the Supreme Court on a test case held the law to be constitutional, and since that time several cases have been tried under it, as reported by the Nevada Stockgrower.

One Nicolas Calvo was charged with violation of the law and on failure to appear at the time of his trial forfeited his bail. Gamboa Bros. of Ely were also brought to trial, but insufficient evidence was produced to convict them. A third case, in which one Peter Etcheverry is involved, has not been decided yet and the defendant is out on \$500 bond.

# WHAT'S WRONG WITH WOOL VALUES?

By President F. J. Hagenbarth

The impression throughout wool growing, trading, and manufacturing circles has been that the condition for the past two years, in fact, ever since the war, has been unstable and highly unsatisfactory to everybody concerned. Prices in the past five or six years have gone from one extreme to the other. Dealers and speculators have lost and made large sums in the handling of wool. Producers of wool have been uncertain as to proper values. Manufacturers have been afraid to buy cheap wool in quantities today for fear that tomorrow it would be lower. This condition of instability has been of no benefit to any one except to those who were fortunate enough to get in on the low spots.

Wool is a commodity of such a nature, being practically imperishable and easily subject to financing and warehousing, that unreasonable fluctuations in price should be very easily avoided. The contrary has been the case. Prices have, in a measure, settled down during the past year or two at an unusually low range of values. The grower of wool is undoubtedly the one who is most interested in a fair price for his product which will allow him a margin of profit after paying costs of production. Intensive and extensive studies of the costs of production have been made in the West by competent authorities during the past four years. The average net result shows that after making the necessary cash outlay for expenses, paying interest on debts created during the war, taxes, and assuming the burden of costs of grazing, both on forests and private land and owned grazing lands, that the grower is fortunate in many sections if he can cover his costs of wool production after making due allowance for mutton production.

On the other hand, the manufacturer makes claim, and it is undoubtedly true, except as to the makers of specialties, that his business during the last two or three years has been unprofitable and in many instances running in the red. Dealers complain of losses on wools purchased at almost any price and are naturally interested in bearing the market to the utmost.

This picture is not overdrawn and certainly has a melancholy tinge, particularly at a time when prosperity is being heralded as being at its peak in the industrial activities of this country. Now, the absorbing question is what is wrong? Why is wool so unstable? Why is every one connected with the business dissatisfied and afraid?

During the war manufacturers were called upon to develop their peak production possibilities. This led to the purchase of new machinery; to the rejuvenation of old worn out machines, and a general increase in productive capacity until 1922 and 1923, we find that approximately 800,000,000 pounds of wool had gone into products, as against a normal quantity of 550,000,000 to 600,000,000 pounds. We will pass over the deflation period of 1920 and 1921. This surplus of 200,000,000 pounds of manufactured wool, which normally before the war could have been exported to South America, the West Indies, and the Orient, was left at home as a millstone around the neck of the manufacturing industry. About this same time the European manufacturers, especially in Germany and England, with low exchange values for money and cheap wages for labor and lower after-war costs of raw material, were able to capture practically all of our foreign export trade, except for specialties. This left the manufacturer facing a sad prospect in 1924 and the years following. Competition became intense and working margins were very low. One of the greatest factors in wool manufacturing in this country saw fit to increase labor costs and to decrease the price to the clothiers of finished cloth. Competitive concerns naturally had to meet these conditions. It was dangerous to attempt to lower wages and antiquated high cost mills tried to continue at a loss.

By force of these circumstances, thus briefly stated, the manufacturer in self-defense was compelled to retrench wherever possible. One of the lines of least resistance was an attack against the cost of raw material, which was highly effective by reason of the disorganized condi-

tion of the wool growers and the very faulty methods of marketing wool in the disorderly manner prevalent in the United States.

To add to the confusion, and based on the knowledge that wool production throughout the world was not keeping pace with increased population and consumption, dealers and speculators who had studied the statistical situation became optimistic and advanced speculative values of wool to high levels. These moments were followed by extreme fluctuations in the other direction. Thus developed, as stated, a period of instability and uncertainty, so destructive to the orderly production and marketing of any commodity. Thus it came to be the practice that to be on the safe side, not only the manufacturers, but buyers of wool became keenly engaged in depressing wool values to a point low enough to avoid any possibility of loss. The natural result of these operations has been that more frequently than not wools of various grades at various times have sold in the United States decidedly below a parity with foreign wools. The tariff, in a measure, became ineffective; wool shipped to the United States in bond finally, especially in 1926 and the first half of 1927, could be sold at a profit to foreign markets after paying freight across the ocean twice, rather than trying to put it into the American market as against competition with the low-priced domestic wools.

Finally, the producer of wool, as stated before, lent himself very readily to this combination of circumstances. Through lack of knowledge of the strong statistical position of wool; through ignorance the shrinkage and scoured value of his product; through unfamiliarity with financing agencies that had been provided for him by Congress and banks; through the urgency of his debt and interest obligations and for other reasons, sold his wool far below its real value. This continued trend downward has finally forced itself on the consciousness of the more progressive group of wool growers until it appears that the method of handling

wool in the United States is bound to be revolutionized.

There seems to be a more general movement in the various sections of the country away from range and pre-shearing contracts to a more orderly marketing system through pools and consignments to reliable commission firms, either grower-controlled or old line commission men. There is a decided tendency to pool in various sections of the country, ranging from California to Ohio and New York. However, many of these wools after being pooled are not held for stabilized markets, but are sold in competition with other pools and other wools at shearing time or immediately thereafter when wools are in overabundant supply, which condition serves to depress the market price.

The best students of the economic side of this question, from President Coolidge and Secretary Hoover down to many individuals, have come to the conclusion that wools, as well as certain other commodities lending themselves to this process, must be pooled and sold to the manufacturer at such times and in such quantities as the requirements demand. The whole method and manner of handling wools, especially in the United States, has been revolutionized since the war and conditions demand that the American grower conform in practice to the methods followed by foreign producers of wools who have learned long since to handle and sell their wools through various methods, all based, however, on the principle of pooling, or congregating their wools in large amounts and placing them on the market in such quantities and at such times as circumstances indicated. North America alone, among the more progressive nations producing wool, has been backward in the modern practice. In China, Asia generally, and in North Africa, and many of the semi-civilized nations, we still find the same method of selling wool as was practiced in the time of Abraham. It is a sad commentary on our intelligence that we, too, are to a great extent included in this group.

No method can be devised for handling our wools which will give us more than their true value except it be at a time of frenzied excitement which does more harm in its reaction than it does

good. Wool values are based on world conditions of supply and demand. World wool prices are made in the long established wool markets of Europe, principally in England. Theoretically, the American market is a reflection of, and is based on, the London market plus the American tariff for competing grades and minus such differences as there may be in quality. Boston is the great American wool market, but during the last two years in particular, wools have not sold for their real value on a basis of wool parity. They have been and are just now below that parity. The reason is very apparent. Manufacturers have been able to buy wools from careless growers and dealers at less than real value by reason of the enormous quantity of wool pressing on the immediate market.

Thus we find that whereas we cannot expect to get more than the real value of wool, we ourselves through faulty methods of marketing can create an artificial market on which wools will sell for less than their real value. Dealers who are intelligent and know the conditions often succeed in picking up large quantities of wools from growers through contracts and at prices materially below their value. These same dealers in turn will then sell to manufacturers at a small profit in order to make quick turnover and release payments of interest for borrowed money, storage and insurance charges, etc., and still be under the real market value of their wools. By making quick turnovers on large quantities of wool certain dealers are able to show in the aggregate a very considerable profit and avoid any further risks or carrying charges. This procedure has a tendency to hold wool prices at a level below their parity values.

Until all of these so-called undervalued wools, and oftentimes distressed wools, are disposed of, the intelligent producer who knows wool values must hold his clip. Now, if by concerted action and education we can bring the great majority of wool producers to realize that they have the matter in their own hands, and by pooling and marketing their wools in an orderly manner, through trusted agencies, the American growers will be able to receive full value for their wool and millions

of dollars will annually be saved to the industry.

The government has taken cognizance of this state of affairs as applied to wool growers and to the other producers of farm products in the United States. Last winter a meeting was called by the government to meet in Washington to discuss questions pertaining to cooperation and orderly marketing. Following this conference the representatives of wool growers' marketing associations held a meeting and appointed a special committee to consider the marketing of wool. Another meeting of this committee is being held as this article is written. Representatives of wool growers from California, Utah, Ohio, and New York are acting on that committee. There can be no doubt that very, very helpful recommendations will result in the combined wisdom of the representatives of these various agricultural interests.

The officers of the National Wool Growers Association, as well as the members of various state organizations, have been actively studying this question. The National Association will have a concrete plan to present to the various state associations and to wool growers generally providing for the handling of wool during 1928 through a system which they feel sure will mean a new era in the orderly marketing of wool, especially in the western states. The plan proposed not only will provide for the pooling of wools in various county, district, and state pools, but will also provide for selling agencies carefully safeguarded and under the advice, and in a large measure, the jurisdiction of a committee representing the various pools throughout the country. This plan when fully matured will be released for the rejection or approval of the various pool organizations. The plan will not only provide for the pooling of wools, representation of said pools on a select committee acting through the National Association, and the selling of these wools in an orderly manner as they are pooled, but will also provide for the financing of wools for growers pending sale and on through to their ultimate disposition to manufacturers. The National Wool Growers Association stands ready

to coordinate its efforts to work with the National Wool Marketing Committee.

A further evil has grown up in the sale and distribution of finished manufactured products which is of serious import to the producer. It seems that the clothing trade in New York has become very closely organized and that purchases of cloth from the manufacturers are under the practical domination of a czar, comparable with the position of Judge Landis in baseball circles and Will Hays in the moving picture industry. This enables the clothing trade to dictate terms and prices, to effect cancellations and to indulge, to say the least, in very questionable buying methods.

We have now reviewed briefly the question of what is wrong with wool values. Our diagnosis, though showing the patient to be in a serious condition, does not purport to say that the disease is incurable. The manufacturer is not so much interested in the price level of wool as he is in the stability of that level. In other words, up and down market levels are a serious handicap in the wool manufacturing business, where they are working on very close margins. The manufacturers are showing a tendency to get together and fight in an organized way some of the cancellation and other evils which have afflicted their business in the past. A meeting has just been held in the East with this end in view. If we also, as wool growers, get busy and have some confidence in the intelligence and integrity of our leaders we, too, can make a vast improvement. And no matter whether the world wool market in the future is high or low, we can, by proper marketing methods, at least rest assured of receiving full value for our American grower for his wools.

In conclusion, in a nutshell, the fact is that wools are being bought today by the manufacturers, not in the large volume that obtained before the war, but on a hand to mouth basis. The time has come when either the grower, the dealer, or the speculator must carry these wools throughout the twelve months of the year until the manufacturer calls for them in small lots. The dealer and the speculator will not do so, nor assume the risks of falling markets throughout the world,

nor provide the capital and the carrying charges necessary for the purpose unless he can buy wools cheap enough to cover any possible adverse contingency. Therefore, plain reasoning indicates that it must be the function of the grower to carry his own wools until there is a legiti-

mate demand for them at a fair parity price. This condition can be brought about without waiting for the millenium, if we will but exercise the same degree of intelligence and efficiency in the orderly marketing of our wools as we use in their production on the range and farm.

## Rambouillet Face Covering as Viewed by a Noted Breeder and Judge



An open-faced Rambouillet with real breed character and fleece quality. Bred by the U. S. Sheep Experiment Station.

We have had quite a lot of discussion regarding face covering in Rambouillets. Permit me to say a few words regarding this. In the first place I think it is more of a fancy or hobby with most of the Rambouillet breeders, who advance as a reason that it is necessary to produce the appearance of shearing qualities in the show ring, etc.

The loss to range men from wool blindness is much heavier than most breeders realize. Experience has taught me this. If the breeders of Rambouillets who believe in this extreme face covering will start and give the same attention to breed-

ing an open face sheep that they do to breeding for face covering, or I might say for a wool-blind sheep, in a few years they will have an open faced sheep that will shear just as many pounds of wool, and instead of being wool blind, will be able to rustle for the few blades of grass as they often have to do on the range.

Sometime ago while I was in the game as manager for the Baldwin Company at Hay Creek, Oregon, we purchased rams from I. E. Shattuck of Stansburg, Mo., that weighed 250 pounds, had open faces, and sheared a fleece of thirty pounds or better with a length of staple and character

that would compare with the best of them. I am going to say that in my judgment, I. E. Shattuck was the greatest breeder of Merino sheep that has so far made an appearance in America. Some of his rams would compare well with some of the B class Rambouillets that we now see in the show ring, barring the extreme face covering. However, Mr. Shattuck called them American Merinos.

Years ago John Webb, Frank Cock and myself were selected to judge the Rambouillet class at the International at Chicago. A King ram and a University of Illinois ram were put up for grand champions. Webb and myself were paired. Webb selected the King ram and I the Coffey ram, which, by the way, had rather an open face. Cock had to decide the case, which he did in favor of the Coffey ram. This was the last judging by me at the International and also by Cock as far as I know.

So much for face covering. These few remarks are made with the greatest respect for all the Rambouillet breeders; but I do think they are making a mistake in continuing this extreme face covering.

J. P. Van Houten.

Seaside, Oregon.

### FACE COVERING AS A PROTECTION

I have enjoyed reading in the Wool Grower the various articles on face covering on sheep. As for the poor blind beggar on the street who usually gets a dime from me, so my heart has a warm spot in it for the wool blind sheep.

Now I have been handling sheep most of my life, or say thirty years, and in several parts of America, and after careful study, I have come to the conclusion that in sections where flies and other pests are bad, face covering is an excellent protection. The same is true of leg covering. A little care is required to shear around the eyes, but if one saves the tags, the work is paid for. A good covering on the face is also helpful in a sleet or hail storm.

I recall several years ago being with Joseph E. Wing, a great admirer of the Shropshires, in the Soda Springs (Idaho) country. He commented with pride on

the good face covering the Shropshires had as a protection against flies.

I watch my sheep carefully, but find that the more open-faced and barelegged sheep are not doing so well as the ones with good covering. I am breeding toward, and hope to get all of my sheep well covered from hoof to nose.

Eight Point, Montana. Garrette Clarke.

### THE SITUATION IN FEEDERS

So far as buying feeding lambs for fall delivery is concerned, cornbelters are sitting tight, preserving much the same attitude as Colorado and Nebraska a year ago.

Such thin western lambs as have been available have gone out at good prices, demand being such that while fat lambs broke \$1 per hundredweight within three days late in June feeders advanced 25 cents. Despite washy grass all over the region east of the Missouri River western lambs that went into that area have done remarkably well. The short thin end of the California crop was taken readily by dry lot summer feeders and pasturemen who would probably have absorbed many more on the same basis, although this is somewhat conjectural as prices were established on a short run. Prices on the bulk of feeding lambs during June ranged at \$13@13.50; some made \$13.75 and in a few instances sales were made to the country at \$12 or even less, meaning deficient quality. Most of the desirable California feeders were taken at \$13@13.50, weighing 56 to 62 pounds. The country took some Arizona feeding yearlings, 75 pounds, at \$10.00.

The fall buying prospect is somewhat dubious. That there is a decided disinclination to buy lambs on the range with no certainty as to how many will be delivered or what they will be when they reach the feed lot is evident. If the direct movement of feeders from breeding ground to feed lot is to expand, it must be done on a less loose basis, as confidence is lacking under present conditions. The common attitude of feeders is that \$13 per hundredweight, Chicago basis, would be a reasonable price, but uncertainty as to the outcome of the growing corn crop is a factor to be reckoned with. That a

large number of lambs will be required to satisfy cornbelt needs is certain. Iowa will purchase its usual grist at Omaha and it is probable that eastern territory will look to Chicago. Corn may be a good crop with favorable September weather; in any event there will be abundance of feed as the entire Mississippi Valley is full of hay, grass and other roughage.

July never develops activity in feeding circles. Colorado and Nebraska having acquired about a million lambs for fall delivery are not worrying about feedlot contents and farmer feeders east of the Missouri River are not interested for the reason that they are busy cultivating a backward corn crop; also, curing the heaviest hay crop in years. That it will be a waiting game until well along in August is evident. Reports of heavy April and May storm losses in Wyoming and Montana have not stimulated farmer feeders to investment activity and as reliable reports arrive from the range country an impression is grounding that while such losses were heavy, locally and individually, the aggregate reduction of the crop will not be large enough to affect prices seriously.

On the one hand increased cost of feed must be reckoned with in reaching an appraisal of feeding lamb values. Many farmers will not feed dollar corn, whereas at half that price the situation was reversed. Stock cattle are much higher than last fall, which may prompt a certain element to switch to lambs or divide their operations. The feed problem is a factor yet to be determined. Conclusion of opinion in trade circles is that there is not even a remote possibility of cheap lambs and that six weeks hence the cornbelter will be in the market with both feet.

Breeding stock is in broad demand from all points of the compass, which includes territory east of the Allegheny Mountains, and is suggestive of a disposition to reinstate farm flocks along the Atlantic seaboard.

Farm flockers have a definite idea that yearling ewes are worth what they cost, in relation to older stock, but in the present emergency will take anything available.

J. E. Poole.

# MEETING THE WOOL BUYER

By Vice-President Fred A. Ellenwood

The question of marketing wool has been one of more diversified opinions than most any other one which confronts the wool grower today, and has confronted him for many years past. We have talked "cooperative selling" and "orderly marketing" and systematic disposal of our wools, all of which are good, especially on an advancing market, but none of them are quite so wonderful with a falling market.

So it seems to me the one thing we want above all else is "intelligent marketing." This may or may not be "orderly." In 1920 if every pound of wool in the West had been sold in February at 50 cents per pound or thereabouts, it would have been "intelligent" marketing, but with nothing "orderly" about it.

Every year a portion of the wool clip has been contracted before shearing and sometimes at prices that later show intelligent marketing. However, it generally happens that these contract prices are made on a basis much lower than world market prices, plus the protection to which we are entitled. This not only hurts the individual that sells, but establishes a market price for all wools much below the level that would prevail. If these contracted wools were sold on a basis of world prices, plus a reasonable protection, nobody would be hurt by contracted wool.

The great problem for the grower is to figure out the real value of his wool, no matter if it is sold before shearing or after. In fact, he cannot do so without the help of an expert wool man who knows wool grades, shrinkages and values, and who makes it his special business to keep posted on market conditions, the same as wool buyers do. This service may be secured by shipping wool to wool brokers in Boston, and for large outfits, it may be just as good as any way. These wool brokers should make that their special business and should not be in the buying and selling game on their own account. I think they should have government supervision and in every way to the wool business the same as the

sheep commission men are to the lamb business.

For medium-sized outfits and all smaller ones, grower-owned companies should be formed with storage space available at such primary markets as Boston, Portland, Oregon, San Francisco and possibly Los Angeles in California, different points in Texas and one in Salt Lake City, Utah, and possibly others in Wyoming and Montana, but I think all those wools might well be shipped to Boston.

It is not necessary at this time to go into details about the formation and plans of these grower-owned organizations. They might differ somewhat in those details, but that is of minor importance. They should be equipped with the best warehouse space, and the management must be in the hands of men who are honest and intelligent. At least one wool expert must be connected with each wool organization so the growers can be informed as to the grade, shrink, and value of their wool. This service should be available for the wool grower at all times of the year, not only after the wool has been shipped to the warehouse, but at a time when he may be considering the contracting of his wool before shearing. This might assist somewhat in preventing good wools from being contracted at a price much less than the real market value of those wools at the time they are contracted.

All these organizations should be united under one head with headquarters in Salt Lake City, Utah. Each one of these organizations should contribute a very small amount on each pound of wool handled, for the support of this head concern which might be called the National Wool Council. The secretary of our National Wool Growers Association could be the secretary of this organization and in that way much of the expense of the National Wool Growers would be placed upon this wool marketing organization. This organization could keep a wool expert in Boston and market information come from him direct every day or oftener, if necessary, to headquarters in Salt

Lake and from there be sent to each one of these member branches in other places.

A meeting could be held at Salt Lake as often as deemed advisable with one representative from each of these concerns present and the general situation talked over and plans outlined. Each one of these concerns being a part of the National would work to help each other and thereby help every one and not be considered as competitors of one another. A grower's geographical location would determine more than anything else where he should send his wool to be sold.

The principal thing is to have all the small growers united with some wool selling concern regardless of where that concern may be located.

The cost of all this would be about two or two and one-quarter cents per pound, which is much cheaper than having it remain in the barn or shed at the ranch where the loss in weight would be from a cent to a cent and a half per pound. On wools held at home local buyers' commission of one-half a cent a pound and insurance has to be paid and the chances of having it stolen are greater all the time, so all in all, storage with a competent selling concern is really cheaper than keeping it at home and the benefits derived would be several cents per pound.

In conclusion, let me state that I think all that is necessary is to form more of these grower-owned selling concerns, and I say more because we already have some located in Boston, Ohio, Texas, Oregon, and California. Secure the best kind of warehouse space, employ brains to manage the concern, sell the wool in an intelligent manner whenever it pleases the grower most to have it sold, either before shearing or after, and sell to wool dealers and mill men for cash. I say wool dealers, because I think there is no reason for trying to eliminate the wool dealers from this wool selling game. They are equipped to handle wool and carry it from the time the grower wants to sell until the mill desires to use it. They know the wool business and can transfer it from the hands of the grower to the mill with less expense than new men in

the business. At present they often buy wool for several cents per pound less than its market value and no one can blame them for that. Most any of us would do the same thing if we had the opportunity, the brains and the money. All we, as wool growers, need to do is to employ intelligent wool salesmen who can meet the buyer on an equal footing.

### CALIFORNIA COURT RULES ON LAMB CONTRACT CASE

The Superior Court of California for Colusa County recently handed down a very interesting decision pertaining to lamb contracts. As outlined by the California Wool Grower, the case under consideration was as follows: Mr. Hougland, a sheepman of Colusa County, California, entered into a contract about a year ago with the Roth Blum Packing Company, whereby the latter agreed to buy the Hougland lambs, then being pastured, at a certain price when they were fat. Before the time of delivery the market price of lambs declined and the packing company failed to ask for delivery when the lambs were ready. Mr. Hougland held the lambs a reasonable time waiting for the Roth Blum Company to take them and then sold them to another party. As the price obtained for the lambs was lower than the contract price, Mr. Hougland sued the Roth Packing Company for the difference between the contract price and that actually received for the lambs, and the court ruled in his favor.

The packing company is said to have claimed that they did not ask delivery because the lambs were not fat, but the decision of the court held that "the expression 'when they became fat' as used in the agreement of sale, certainly had some limitations, but the limitations were not at all along the line as to market conditions as affected by price of the incoming lambs." "It certainly was the duty of the seller, plaintiff here," the decision continues, "to make these lambs fat and in a condition for slaughter, within a reasonable time. This the plaintiff did. At no time did defendant voice any protest, until other things were affecting the market for lambs \* \* \*."

### CHANGE IN PACKERS AND STOCKYARDS ADMINISTRATION



Dr. John R. Mohler, who has been in charge of the Bureau of Animal Industry for the past eleven years and to whose extensive duties have recently been added the supervision of the enforcement of the Packers and Stockyards Act of 1921.

On June 21 Secretary Jardine issued an order, effective July 1, abolishing the Packers and Stockyards Administration, and announced that from that time the enforcement of the Packers and Stockyards Act of 1921 would be under the chief of the Bureau of Animal Industry. All the employees of the Packers and Stockyards Administration are to be transferred to the Bureau of Animal Industry.

This change in organization in the Department of Agriculture, as announced by the Secretary, follows the general plan of carrying on the regulatory work in a more orderly and logical manner and with more efficiency and economy. Several laws relating to the live-stock industry, including the Virus Serum Act, Tuberculosis Eradication Act, Tick Eradication Law, Twenty-eight-hour Law, Animal Quarantine Act, etc., are enforced by the Bureau of Animal Industry and much overhead expense can be saved by adding the Packers and Stockyards Act to this related group. Furthermore, the Bureau of Animal Industry with approximately 4,000 employees scattered throughout the

country is in close contact with the live-stock industry at many points and has numerous channels of information which make possible prompt and intelligent action. This bureau was formed primarily to carry on enforcement work, the organic act providing for "the promulgation and enforcement of quarantines by the Secretary to control the spread of communicable diseases of animals."

There has, of course, been cooperation between the Packers and Stockyards Administration and the Bureau of Animal Industry but it was only voluntary. The reorganization makes the relationship of the enforcement of the Packers and Stockyards Act to other live-stock regulatory work more stable. The entire industry will have a single contact point in the Department of Agriculture.

This movement for better organization of regulatory work is in line with the action recently taken by the Secretary of Agriculture in placing the regulatory work carried on by the Bureau of Chemistry in the Food, Drug and Insecticide Administration, a new unit to take form July 1, and which also is to include the regulatory work now carried on by the Insecticide and Fungicide Board.

### ANNOUNCEMENT OF TEXAS SALE

The Tenth Annual Sheep and Goat Sale to be held by the Texas Sheep and Goat Raisers Association will occur July 19, 20, 21, at Kerrville, Texas.

The sales committee of the Sheep and Goat Raisers Association is making every effort to increase the average price of sheep consigned to the sale and to create more interest among the local buyers.

At a recent meeting, the members decided to try, for this year at least, having the sifting committee place all animals offered as studs.

They will be classified as to age, sex, type, and placed as if they were in the show ring.

When an animal is brought into the ring the auctioneer will announce how it stood in its class and it is thought that this will increase the prices materially, especially for animals standing near the head of their class.

Sheep and Goat Raisers Assn.,  
D. T. Jones, Secretary.

# SANER WOOL SELLING

By N. R. Clark

*Mr. Clark's article is of especial interest and value to growers because it shows the need of wool manufacturers and wool trade operators for more stable markets. He clearly brings out the demoralizing effect upon the market of the annual western action of forcing the year's production into the hands of speculators at prices made by growers in competition with each other and of whom few, if any, are in a position to size up wool values in the light of world supply and demand.*

*Mr. Clark has had extensive experience in the wool trade. For several years he has been at the head of the wool department of Swift & Company and directed the sales of all the wools taken from sheep and lambs killed at all of the company's plants. His portrayal of the fact that manufacturers, dealers, and growers have a common need of, and interest in better distributed sales of western wools through competent consignment agencies is interesting—and of extreme importance to growers.*

—The Editor.

"Root Hog or Die" for wool and woolens has become "Stabilize or Bust." The period 1920 to 1927 has been like an unsuccessful major surgical operation—after the first shock the patient seemed to do well but later showed clearly that the causes of disease had not been removed.

The reasons for today's conditions are many and varied. The following are as representative as any:

1. Retail clothing prices have been slow to come down from the war levels.
2. Textile machinery was speeded up during the war to a point which peacetime-consumer demand does not require, and the adjustment to a lower consumption basis has been extremely difficult.
3. Wool stocks, piled up during the war because of shipping difficulties, furnished machinery with its raw material on a large scale for some time. Gradually, however, these stocks were used up, so that today we have no extra wool supplies. On the other hand, we have run into a severe decline in the demand for woolen cloth for women's wear, and hand-to-mouth buying has become the rule throughout the trade.

The result of these changes has been a decided overcompetition among cloth makers. With business enough to go around for only 60 per cent to 70 per cent of the machinery, each mill has tried to run on a reasonably full schedule. Cloth prices have declined, but the necessary volume has not been forthcoming. Consequently, the last two years have brought on a serious financial situation with the mills.

The remedies proposed are as numerous and varied as are the reasons which have

been given for the existence of this situation. Unless some new solution is found, the old law of the survival of the fittest will gradually correct this abnormal condition in the textile industry by painful elimination of the excess machinery.

Hand-to-mouth buying has not attracted widespread publicity until within the last few years. It certainly has its good points, but in some respects it is being overdone. It is beyond reasonable doubt that considerable trade is being lost because of stocks not being complete. According to most reports, they are incomplete because of fear of two things:

1. Rapid changes in styles and desire of wholesalers and retailers to avoid carrying over a live style after it ceases to live.
2. Fear of decline in market values apart from changes in styles.

Markets have fluctuated too much to allow clothiers, retailers, or mill managers to feel sufficiently sure of values to maintain normal working stocks. The trade knows from experience that the May-June advent of the new domestic wool clip is a good time to buy woolens, and that just prior to this is a good time to be cleaned up. More and more bulk cloth buying is being placed in June for rush delivery. The last three years show a sharp rise in wool consumption from June to October inclusive, followed by an irregular but steady decline in consumption until June again. This helps to make the markets all down the line jerky and financially disastrous.

We produce in this country about two hundred and seventy million pounds of shorn grease wool and enough pulled wool to make a total equivalent to three hundred and thirty million pounds of shorn grease wool. The lowest consumption year recently, 1926, shows a grease wool consumption, carpet wool excluded, of about four hundred million pounds for mills reporting. Since only about 80 per cent of the mills report, the total consumption of clothing wool in this country was about five hundred million pounds. It is therefore necessary to import about one hundred and seventy million pounds

of wool suitable for clothing in order to keep our reserve stocks unchanged.

We are such small buyers in foreign markets that our expansion and contraction in consumption would not radically affect the world market if our buying abroad in big consumption years were done carefully. On the other hand, we require enough of the world's wool so that, if our own clip were marketed as needed, we could maintain a wool market level here quite close to the foreign market, plus the duty, instead of, as at present, swinging from well below a world market equivalent from April to October up to or possibly slightly above a world market equivalent from November to March.

Today the market for choice domestic fine staple is probably a moot question, but good weights have been sold at perhaps \$1.05 clean Boston. Good topmaking Australian is very strong on the world market at the equivalent of \$1.25 to \$1.30 duty paid. This Australian wool is entitled to eight or ten cents per clean pound more than domestic because the Australian is thoroughly britched and skirted. Even so, however, largely because it is clip time, there is a 10 per cent differential against the domestic.

Allowing 6 per cent interest and 2½ per cent storage and insurance, the Boston domestic wool market on a stable basis would, on thirty-five cent wool, be 4¼ per cent, or one and one-half cents a pound higher on January 1 than on July 1. The fact is, however, that the January price almost never has this relation to the July price.

Is it not reasonable to suppose that if domestic wool, like Australian and New Zealand wool, were marketed carefully according to needs over a period of months instead of being dumped onto the market within a period of a few weeks, prices would be far steadier month in and month out to the great benefit of the wool grower, cloth manufacturer, clothing cutter, and retailer, with the big bogey of domestic seasonal decline (always made worse by the fear of how bad

it may be) largely eliminated? Would not fluctuations be reduced in the main to merely paralleling foreign markets, and would not the whole trade move forward more smoothly and more courageously?

### CHRONIC PROGRESSIVE PNEUMONIA IN SHEEP

"Lungers" is the common name for a disease in sheep that is a chronic progressive pneumonia. It is very similar to jagzietkte, or driving disease, a disease reported by Cowdry of the Rockefeller Institute as affecting sheep in South Africa.

Lungers is also very similar to what is called pneumonicosis in human beings. Pneumonicosis is a condition that develops in miners, marble workers and others who inhale considerable dry dust. It was the prevalence of pneumonicosis in miners that caused many states to pass laws prohibiting dry drilling.

We first noticed lungers or chronic progressive pneumonia in 1915 in the Shonkin district on Montana. We have also observed it in sheep from Wyoming, Idaho and Washington. We have sent living diseased sheep, as well as diseased tissue from sheep that had suffered from this disease to the Rockefeller Institute, the U. S. Bureau of Animal Industry and to private laboratories. None of these agencies have been able to cause the disease in experimental animals by inoculation.

Dr. Marsh, pathologist of the Montana Live Stock Sanitary Board, has done considerable work on this disease, and has constantly isolated two organisms, a diphtheroid bacillus and the *Pasteurella oviseptica*. In 1922, this department co-operating with the Experiment Station at Bozeman, injected four sheep with these organisms. Three of the sheep, slaughtered six, twelve and eighteen months after injection with these organisms, were found to be suffering from chronic pneumonia. We cannot state positively, due to the length of time necessary to elapse before the disease appeared, that these organisms caused the trouble, but it does lead one to suspect that the disease is infectious. It is not an acute infectious disease, but we do believe it is a chronic in-

fectious disease. Whether these organisms are primarily the cause of the disease, or simply secondary invaders, we cannot state. It is our personal opinion that in most cases some irritating substance or gas must be taken into the lungs, so as to irritate the lungs and make them suitable for later infection, just the same as the constant inhalation of dry dust by miners and stonemasons makes their lungs a suitable field the pneumonicoccus.

We do know that the disease more frequently appears in sheep that are fed dry alfalfa placed in racks, or are trailed



A range ewe in the advanced stages of the 'lunger' disease.

over long dusty trails, or are housed in poorly ventilated sheds. We also know that the disease seldom makes its appearance in young sheep, but attacks old sheep that have been subjected to these irritating substances for a year or more.

There is no known cure for lungers. When the sheep begin to blow and puff, so that their trouble is plainly visible, the lung tissue has undergone such change that relief by medicinal treatment is out of the question.

We do believe that the disease can be prevented very materially by proper handling, housing and feeding of sheep. Alfalfa and other dry feeds should be fed from the ground and not from racks. Sheep should not be driven over dusty trails. If the sheep must be taken from their winter range to summer range, and cannot be grazed in an open country during trailing, they should be shipped by railway to the summer grazing ground, if such a procedure is practical and will prevent their being trailed through long dusty lanes.

If sheds are used during winter months these sheds should be thoroughly ventilated. It is a very poor procedure, and one that causes considerable disease in sheep, to house in unventilated sheds. We believe that poorly ventilated sheds have a very material influence upon the instance of lungers or progressive pneumonia in sheep.

In bands where the infection is fairly heavy the moment an animal shows the first symptoms of the trouble it should be cut out and shipped to market for slaughter. It should be the aim of the sheep owner not to keep old sheep, but to keep his band in a young and thrifty condition. In such bands we believe the use of wind breaks would be better than sheds. Wind breaks may be moved from place to place and the sheep constantly kept on clean and noninfected ground.

Sheep should be grazed on natural herbage as much as possible, and given an adequate ration of grain or cottonseed cake during the winter months. The greater the variety of feed, the more grazing over natural herbage, and the closer we can keep to nature, the healthier we will keep our sheep.

Dr. W. J. Butler.

State Veterinary Surgeon of Montana.

### SALE OF WASHINGTON LAMBS AT \$18.75

Four double-deck cars of Washington spring lambs were marketed at Chicago on Thursday, June 9, at \$18.75. These lambs were part of a shipment sold by Thomas J. Drumheller, president of the Washington Wool Growers Association, who was at the market when the sale was made. They were purchased by Swift and Company through the Wool Growers Commission Company. The selling weight was 72 pounds, which was reported as being only six pounds below the weight at which they were loaded in Washington. The lambs were less than four months' old and were held for a number of days at the last feeding station out of Chicago.

## NOT CREPE BUT CANDOR WANTED

I read Mr. Shallenberger's article in the June issue and must say that he hits straight from the shoulder. And his impartial way of striking this way and that makes me rather cautious in offering anything by way of contradiction. I feel it would be the part of wisdom to slip up on the gentleman's blind side before making any sort of attack. He handles his statistics like a ringmaster handles his lions, makes them roll over and play dead.

However, he is showing off some tame old leopards there that have been raised on the milk of civilization, and that have earned their nursing honestly. Mr. Shallenberger does them an injustice when he brands them all alike and makes them all come under the lash of his whip. Take advertising—this being about the most ferocious of his menagerie. He loses sight of the fact that advertising does achieve three first important steps of salesmanship, namely, attracting attention, inviting investigation, and creating desire. Of course, he sort of admits this when he complains about the government's activities throughout the war, when it advertised against the use of meats and achieved thereby a curtailed consumption of this article of diet. Mr. Shallenberger says that a lot of money had to be spent to correct this error and to get people back on a normal meat diet again. In this case then, advertising seems to have proved its success both ways, it decreased consumption, and later it increased it again.

On the point of wool Mr. Shallenberger will find less inclination on the part of his readers to disagree with his views. Not because advertising in this instance would not perform its legitimate function, but rather because the consumption of this commodity is largely dictated by fashions and seasons, whereas meats are in style about three times a day.

As to promoters of oil wells, mines, etc.—it is true that the entrepreneurs of these investments too often err on the side of optimism. And yet, who will deny that our successful mines, our flowing oil wells, and our best promotions were not fostered in this field that this gentleman would hang with crepe? He might even go a step farther and, while he is in the mood, include banks and investment houses—

they are not always infallible either. In fact, if we were all to adhere strictly to Mr. Shallenberger's conservative views, sound though they are as far as can be seen from the outside, we might as well wrap our coin in crepe, buy a Navajo blanket, and go back to tribal days, when we lived in clans and bartered with arrowheads. The fact of the matter is that



A Rambouillet Ram Lamb, dropped November, 1926. Entered in the National Ram Sale by A. R. Cox of Woodland, Calif.

we cannot do away with these usages of modern business. We cannot do without advertising, we must have promoters to develop new enterprises, and we need the stimulus that comes from the energetic pushing of our wares to the front. The best that can be given by the way of encouragement is not said in words of crepe, but rather insist that everybody perform his service honestly or, to quote: "From each according to the best of his ability."

Wm. Sharp.



U. of I. 1253, a yearling ram consigned by the University of Illinois to the Ram Sale.

## SHEEP AND WOOL SPECIALISTS CONFER

The First Annual Sheep and Wool Specialists' Conference was held at Laramie, Wyoming, on June 3rd and 4th. Seven-

teen representatives of experiment stations in California, Oregon, Idaho, Utah, Montana, Wyoming, Colorado, Nebraska, Texas, Oklahoma, and Illinois were present, with Mr. J. I. Hardy of the United States Department of Agriculture representing the government. The gathering was marked with such success that it was decided to make it a yearly affair, and while the location of the 1928 meeting was not decided upon, Dean J. A. Hill of the University of Wyoming was selected to serve as president of the conference for next year and A. J. Mackey of Texas was made secretary.

The announced purpose of the conference was "the coordination of experimental, teaching, and extension work in sheep and wool production," the value of which is very self-evident. A very definite step was taken toward this end by the appointment of a committee, of which Dean Hill is chairman, to report at the next meeting on "uniform methods of scouring for the purpose of reporting total yield of clean wool" to be employed by the colleges who do such work for breeders.

The reports and discussions of the conference covered an interesting range of material. J. F. Wilson of the California Station talked on the advanced registry work of the California Branch of the American Rambouillet Association and J. M. Texas discussed the selection of representative wool samples for scouring. Other papers were given by A. E. Darlow of the Oklahoma Station, A. C. Esplin of Utah, and R. H. Burns of Wyoming. Messrs. F. S. Hultz of Wyoming and A. K. Mackey of Texas were unable to attend, but papers prepared by them were read.

During the luncheon on the first day Dean Hill told of his experiences during twenty years of wool research and J. H. King of King Brothers Company, Laramie, Wyoming, brought out the important factors in the cooperation that should exist between research workers and breeders of pure bred sheep.

Demonstrations in wool sampling and grading at the University Farm and a visit to King Brothers' ranch in the afternoons rounded out the conference.



SEELY'S YEARLINGS ENTERED IN THE SALE TO SELL AS RANGE PENS.

## Sheep Affairs in Australia and New Zealand

By A. C. Mills

Melbourne, May 16, 1927.

The course of the wool market during the past month has afforded another illustration of the frequency with which the unexpected may happen. When closing my last report the position seemed particularly sound, but in less than a week values commenced to drop, and now prices are anything from five to 7½ per cent lower than a month ago.

The cause of the drop is attributed mainly to the withdrawal of much of the support from Japan, which had been a feature of the immediately preceding sales. The reason for that is doubtless the financial crisis through which the country is passing, making it impossible for buyers to operate. Disappointing as the decline must be to individual growers, it is fortunate that it has come right at the tail end of the selling season, and therefore only a relatively few have been affected. They on their part met the market, and good clearances have been made at auction. From now on sales will be principally of oddments and reoffered passed-in lots, that is until the new season opens in the early spring (October).

It appears from export figures that Japan has bought nearly 10 per cent of the total wool sold in Australia since July 1, 1926. At all events direct shipments there between July 1 and May 4 comprised 205,591 bales, and it is interesting to note in this connection that shipments to the United States during the same period were but 138,666 bales. Exports to Europe in the ten months were

1,130,971 bales, and to Great Britain 725,303 bales.

The total quantity of wool received in wool brokers' stores throughout Australia for the current season stood at 2,415,847 bales on April 30. At that date 2,306,184 had been disposed of by auction, and 28,414 shipped unsold, leaving 81,249 bales still on hand on May 1.

The actual value of all wool sold in the Commonwealth up to March 31 (the latest date to which records have been compiled at time of writing) is 33.78 cents per pound for greasy and 55.38 cents for scoured, giving an all round average of 34.32 cents per pound. This, so far as wool alone is concerned, appears reasonably satisfactory, and ought to represent a fair return to most growers. According to a recent estimate by Senator Guthrie, an authority on wool matters, the cost of production in Australia is now 24 cents per pound under average conditions, while on highly improved properties it approximates 36 cents a pound. Generally speaking, of course, the more expensively produced fleeces realize more than the average. It was probably the man who grew low grade coarse staple who barely covered costs last year.

Really reliable figures on costs are very difficult to arrive at, there being so many and varied factors to take into account. For instance one large broking firm has just issued its annual review of the season in which it directs attention to the recuperative powers of pastoral Australia by pointing out that, whereas in 1920-21

the Commonwealth wool clip amounted to 1,635,186 bales, in 1926-27 it totaled about 2,500,000 bales, although last year Queensland through the drought suffered a decrease in its clip of 20 per cent, and a loss in sheep of, it is said, 8,000,000 head. The wool sold in New South Wales and Queensland averaged about 34 cents per pound for the clip. On that score, the report says, little cause for complaint existed, but, unfortunately, the value of sheep dropped on the average 25 per cent. In the early part of 1926 50,000,000 sheep in New South Wales were worth approximately \$6 a head, or \$312,500,000. They had since declined in value by \$78,125,000, and that amount had to be written off to keep the stock owners' financial situation sound. Higher freights, wages, and taxation have all helped to complicate the position, and despite the apparent sound prices obtained for the clip many wool growers were feeling a pinch. In good seasons pastoralists showed only a limited profit, and under unfavorable conditions their position was unsatisfactory. That the liens on wool and mortgages on stock registered in Sydney in 1926 amounted to \$22,136,855 as against \$10,081,675 in 1922, disclosed strong evidence of financial pressure on graziers.

It must not be imagined that graziers are taking these disabilities lying down. They are doing their best to increase production, and when one looks back over the last few decades it is really wonderful what has been accomplished. To quote Senator Guthrie again, he, in the course of a recent address, illustrated the progress made by saying it was significant that whereas in 1891 the average yield of wool a head of sheep was only 3¾ pounds, for 1925-26 season it exceeded eight pounds a head. Further, that 90,000,000 sheep last season produced nearly 1,000,000 pounds more wool than 105,000,000 yielded thirty years ago.

General rains during the last month over the southeast sector of the Commonwealth have materially improved the pastoral outlook there. They have come in time to save most of the lambs, though some losses have occurred. Elsewhere in the pastoral country, specially in central and west New South Wales, and the north of South Australia, conditions are by no means satisfactory.

# Prevention of Price Breaks in the Fall Lamb Markets

Statements from Market Authorities—The Duty of Shippers and Commission Salesmen

Present conditions seem to favor quite steady prices for lambs during the summer and fall months when shipments are necessarily heavy.

There are three principal reasons for expecting September and October markets to bring fewer and less serious price breaks than developed last year. First, there will be a smaller number of range lambs to be shipped. Second, there is a strong demand from professional feeders of Colorado, Nebraska, and other states. Third, the western crop should be in higher flesh, with a larger percentage of fat lambs than was shipped last year. This and the heavy contracting of feeder lambs that already has been done should mean fewer feeders at the markets to swell receipts and to hinder the salesmen in holding up prices on fat stuff.

Among the considerations that are less suggestive of optimism on the part of growers are the prospect of less active demand from feeders of farm states who experienced losses last year, the probability of higher corn values, and increased marketings of native lambs which too frequently are shipped in undesirable condition.

Conditions of lamb demand in present consuming centers are healthy. Lamb consumers, however, are limited to a few classes of people in the eastern and western coast areas, who have learned to appreciate the special qualities of the type of lamb now principally produced, and are willing to pay reasonably strong prices. When one week's or one season's market supply exceeds this demand, carcass prices are lowered which always means a taking off from prices for the product on foot. A broader demand for lamb should have a great stabilizing influence upon the course of market prices. With things as they are today, growers or others who are interested in reducing the number and extent of breaks in market prices must give first attention to regulation of the rate of delivery of the supply.

There is no doubt that a much more uniform level of prices from day to day can be obtained through a better adjusted rate of deliveries to the markets—and a

level that is consistent with the strength of the demand and the visible supply. The sudden and serious drops, such as took place at Chicago and other markets last year on September 27 and October 11 benefit no one. They cause loss to all shippers caught in such markets. They are unnecessary. The means for their prevention has been the subject of numerous articles in the Wool Grower. Last year emphasis was laid upon the necessity of avoiding excessive Monday runs at Chicago, particularly during September and October. Prior to those months the National Wool Growers Association by interviews and correspondence, had discussed the question with commission men. The probability of price breaks through daily runs of over 40,000 head was suggested and an effort made to learn what the commission men were doing and could further do to spread out the receipts and steady prices. Also, it was attempted to learn and repeat to the shippers, what they could do between themselves and by closer contact with their salesmen, to help spread out the runs and thereby steady prices to the advantage of all interests, but particularly to benefit those whose year's lamb crop must go on the market in the months of heaviest shipping.

That the commission men made an extra effort to serve their shippers by spreading out the receipts at Chicago and elsewhere last fall, there is no doubt. Some of them give more study and time to this matter than is appreciated, even by their own consignors. If these efforts had not been made the course of prices during last September and October would have been much less satisfactory than it was.

Some commission houses did not seem to make as much effort as was made by others to inform themselves in regard to prospective receipts, or to cooperate with other salesmen in deciding how many lambs could safely be ordered in from feed stations for the next day, especially for selling on Monday. In some cases range men insisted on sending in their entire shipment for the Monday market

and thereby added to an oversupply which lowered prices for themselves and for every one else when some advance consideration and agreement between those having lambs at the feed stations, and between their salesmen, could have regulated deliveries to the selling pens in a way that would have altogether prevented some of the price declines and greatly reduced the extent of others that took place on the days of extremely large receipts.

Distribution of market receipts and stabilization of markets were subjects of free discussion at the last convention of the National Wool Growers Association, which was held at Butte, Montana. The question of receipts and prices was discussed in a very effective way by J. S. Campbell, head of the U. S. Department of Agriculture's Market News Service at the Chicago Stock Yards. Mr. R. S. Matheson, head sheep buyer for Swift & Company, also spoke and added some new ideas on the subject to those expressed by him at former conventions. A part of the remarks of these two authorities is printed below.

Messrs. Campbell and Matheson referred quite often to the Chicago receipts and prices of September and October, 1926, particularly those of September 27 and October 11. On the platform was a chart of the 1926 receipts and prices at four markets, similar to that printed on pages 28 and 29 of the issue of the Wool Grower for last December, to which the speakers referred during their talks. As shown in the Wool Grower at that time, these two days, September 27 and October 11, gave striking examples of the need of better work on the part of commission men and shippers in regulating the size of Monday runs at Chicago.

A drop of 55 cents per hundred in quotations for the best class of killing lambs was reported from Chicago on Monday, September 27. On that day there were receipts of 46,000 head. The price decline was less at other markets though it continued on Tuesday while Chicago quotations held steady with those of Monday. On Sunday, September 26, the

Market News Service had estimated the number of cars that had been loaded when the estimate was given out, by the different railroads for delivery at Chicago on the next day. Most of the unexpected 18,000 head which constituted an excess and lowered the prices consisted of extra cars of western lambs ordered in from the feed stations by commission men or shippers on Sunday afternoon or evening following the announcement of the estimated run for Monday. This was where better cooperation between the commission men themselves was needed, and the loss through its lack fell upon the shippers.

#### Statement of J. S. Campbell

Regarding estimated and actual receipts for that day and the effect on prices, Mr. Campbell in discussing the question at the Butte convention, said:

We will study for a few minutes what happened regarding the shipments on that particular day, September 27, and where they came from. When we went down Sunday morning to make the advance estimates, we called a number of the commission men. Some of them go to church, I guess; they do not come to the yards. They decided there should not be so very many lambs, that the supply ought to be cut off a little bit in view of the fact that we had nearly a million lambs on the eleven markets in the previous two weeks. Here is what happened. Out of the 196 cars coming into Chicago on that Monday, 126 of them came from feeding stations, the other 70 cars were from native territory. And that was after these men had, at eleven o'clock Sunday morning, advised our branch estimate man that this thing should be curtailed.

The available information was not acted upon. Somebody slipped. And I am not blaming a single person, nor a single group, because in the ordinary marketing of live stock, under the system we are working now, the information on estimates is available for the use of those concerned.

On the following day, Tuesday, out of 142 cars received in Chicago 101 came from the feed yards. They could not get the idea there were too many lambs. During that entire week, out of 588 cars that came to Chicago only 174 came from outside of the feeding stations.

For the three weeks ending October 1, we had 1,445,000 lambs at these eleven markets. That simply pushed the trade back so far we never have got caught up yet.

Now, to show you what influences we were working under and that certain men in the trade did their very best to keep lambs from going down, I want to say we had numerous calls in the morning of September 27 from retailers who buy carcasses from the packers. For some reason the packer buyers had sent word back to their distributors that there were lots of feeders in the large receipts on the market. They sent word to all the branch houses, and the branch houses began to tell the retail men, when they came in to buy their supply, "They are 75 per cent feeders." "Oh, it is more than that," some one would say, "there are no fat lambs at all, so we will just

ask you the same prices for dressed lambs." It was only a few minutes until we began to get calls from the retailers. We had canvassed the situation by that hour and decided that about 50 per cent were feeders. As it turned out 23,458 head out of those 46,000 went out for feeding purposes making just 50 per cent of that run. It carried itself that way right on through the week. Here was a group of people trying the best they could to sell your product over the butcher block and off the rail at a price that was not justified because of the fact that we had too much lamb there for them to handle at prices then asked for carcasses. They could not possibly get away with it. They just tried to make themselves believe they were all feeders, and they were not. A lot of them were handled at a loss to the packers.

In the following week it was not so hard to talk these fellows out of it; and the receipts went down until Chicago only had 25,000 the next Monday (October 4), and for the entire week we only had 434,000 at eleven markets, or some 90,000 less than we had the week before. The relief came quickly when the consuming trade just backed up and pushed the lambs away from them. The facts were realized that week and acted upon. With the dressed trade freezing some in New York, and the packers doing the best they could to clean the rails and get it out of the way for what might be coming the next week, the whole thing moved up; and the price raised a dollar on all the markets.

Then here is another situation that happened over there. The following Monday (October 11), after the market had worked up nicely, the whole thing took another turn. You understand we had in Iowa and Illinois the greater portion of these western lambs on feed. Those men are zoned in such a way that from the westerly half of Iowa they can ship to reach Chicago on Monday but not on Tuesday. On Sunday (October 10), we estimated 22,000, based on the opinion of the commission men who had come down to help make the estimate and decide what we should have for the following week. As I say, 22,000 were estimated on Monday. Just outside of Chicago we have a world of lambs lying within easy reach of Chicago. Another group of commission men came in with an additional 24,000 lambs that had not been reported to us when our man put out his Sunday estimate of the Monday run. Most of them were sent for and loaded for Chicago following the giving out of the estimate. We were criticised very sharply Monday morning by those very men who got these lambs in because we had made such a small estimate on Sunday. It just looked as though every fellow who had a lamb outside of Chicago got hold of the wires and hustled them in, trying to see who could get there first. It was the biggest run we had for the entire year. It seems, with the condition of the three previous weeks, 30,000 or 35,000 would have been sufficient. In place of that, they just flooded us again. And on that particular day, out of 46,000, we had only 15,000 head of feeding lambs. We were swamped again on that day and, of course, the market went off again.

The way we handle that information is to go down on Sunday and release at, say, eleven o'clock, an estimate as to what we think will arrive. The particular thing that interested me on this very day was that we had enough cars on the railroads to make 40,000. There were 200 cars showing up there. But the men in charge of the trains and the dispatchers said: "We are unloading the greater portion of these lambs at the feeding

stations; you do not need to count on them in Chicago." That is the reason we estimated 22,000. But for every car unloaded, some fellow sent a wire and brought another car in from just outside of the feeding station limits. These men were responsible for that situation.

This is the system of marketing under which we are working. I am not going to blame a single person or organization, as I said in the beginning, for what happened; but I am telling you just what did happen. Now, it is up to you. If you think there is something else we can do, if you think there is some other way to handle the market in such a situation, it seems to me there is an opportunity there to make some very intensive study. You may be able to offer us some suggestions. You may be able to offer your commission firms some suggestions as to how to take care of such conditions.

The following is a part of the discussion which followed Mr. Campbell's address:

Secretary Marshall: You mean that the difference between your estimate of 22,000 on Sunday, October 10, and the actual receipts on Monday came from beyond the feeding stations?

Mr. Campbell: Just outside of the feeding stations.

Secretary Marshall: They were in the Monday zone?

Mr. Campbell: They were in the Monday zone. It was another group of men entirely. Those estimated were in the feeding stations and in the hands of a certain group of commission men. But outside there was another group of commission men handling the stuff of the farmers.

Secretary Marshall: With reference to the 46,000 you spoke of on September 27, I think you said they turned out to be about 50 per cent feeders?

Mr. Campbell: Just exactly.

Secretary Marshall: That meant about 23,000 killers?

Mr. Campbell: That is all.

Secretary Marshall: That should not block up the meat trade, should it?

Mr. Campbell: But we had marketed every day for the two weeks previous a big lot of lambs; as I told you, nearly a million lambs. If only half of them had been feeders, it was sufficient to glut the trade.

Secretary Marshall: You think 23,000 killers were probably more than the market could keep steady on; that is, on that day?

Mr. Campbell: From all indications, you should not have had over 10,000.

Secretary Marshall: You say there were 23,000 feeders on the same day as the 23,000 killers, making up that total big run. Did the presence of those feeders, do you think, tend to work against the price on the fat lambs?

Mr. Campbell: Receipts are depressing factors. We could not tell at that hour just how many were feeders, but we estimated about 50 per cent. And it turned out to be 50 per cent. We cannot always come that close.

#### Statement of R. S. Matheson

Your problem as producers on the range, I think, is that of marketing during your peak season. I want to refer to this chart here. We had a little discussion about it today. Your peak marketing comes right in here (pointing to later part of September as shown on the chart). It may vary a week or two, but it comes right in there. My experience has been that the saturation point on the market of killing lambs has been 200,000 weekly for two

weeks in succession. That is what we had to contend with during this time. When it came to the 24th of September, all avenues were apparently clogged. But the packers were doing the very best they could to distribute this product. We were carrying it in our coolers. We were trying to distribute it along, to carry it along, so that we could save our own hide a little bit and not depress the live market any more than was absolutely necessary.

But on top of this large number of sheep and lambs, which Mr. Campbell told you about this morning, there were 46,000 more on Monday. That, in my opinion, was the fault of the commission men. There should not have been 46,000 sheep and lambs in Chicago that day, followed by 32,000 the next day, and comparatively none the balance of the week.

Your organization might do something to eliminate that. It is only the handling of those features at crucial times that will count.

During the balance of this week, and all the way through here, we had very small receipts; and the market immediately rebounded. But the packers, with 400,000 lambs in two weeks, and with an additional 46,000 in Chicago the following Monday, were more or less demoralized. We really did not know what we were going to do. But it was the fault of poor marketing at that particular time.

So far as the rest of the season is concerned, we have had our ups and downs all the time. But they more or less take care of themselves.

The point was brought out this morning,—and I do not like to dwell on it or refer to it particularly,—in regard to the government estimates given out daily of the next day's receipts. I think they are open to regulation. They give out an estimate every morning at eleven o'clock, which I think, is a great mistake. It has proven so, by commission men and shippers trying to take advantage of it. If it is a light estimate, they pile in. One wants to take advantage of the other. If they must make an estimate, I do not think they should make it before two or three o'clock in the afternoon. The salesmen and the buyers sort of hang off until that eleven o'clock estimate for the next day comes in. I merely bring out these few points here for your consideration in the problem of your marketing.

I do not think there are too many lambs produced in the United States today. Mr. Wentworth told you of the increased production of the native states and what we accomplished down in Nashville last week. Improving the quality down there increases the consumption of lamb. I have emphasized this fact before, that quality increases consumption. Those lambs come at a time when they really take care of themselves, and they are increasing the market for lamb. The native states are to a small extent increasing their production; but you gentlemen, I think, have the lamb situation of the United States in your hands.

There is talk about the restriction of production of cotton. For what purpose? To stabilize the prices. If you can see anything in that for lambs, and are satisfied with what you are now producing, I think that is worthy of consideration also.

If there are any questions any one would like to ask, I will be glad to answer them if I can. Further than that, I have nothing more to say.

President Hagenbarth: This question is open for discussion now, gentlemen. If anybody has a question to ask, let us have it. Mr. Matheson is competent to answer.

Mr. Moncreiffe: I would like to ask the same question I asked this morning. Is there

any discrimination at all in the price of the lambs that are held over at the feed yards, and then go in the next day or the day after, as against the price of the lambs that are run right through?

Mr. Matheson: No. That is the ordinary way of handling the bulk of the lambs. They are all unloaded at feed yards, and then come in. Of course, if a bunch of lambs came in there, which would be unusual, without any feed, and if they were sold in that condition, they would bring a premium, on account of that emptiness. But further than that there would not be any price discrimination of any kind.

Mr. Moncreiffe: Is there no way of ironing out those high spots, by holding them over toward the middle of the week?

Mr. Matheson: Yes, sir. I am trying to make that point here. If those lambs on Monday and Tuesday had been scattered out for four days there as they should have been, the market would have been stabilized right from the start. But they were brought in on top of the large receipts here; and the next day they were large. But the following day they dropped down, and the market rebounded.

Mr. Moncreiffe: Is there no method of holding them back at the feed stations?

Mr. Matheson: Yes, sir. The commission men and the shippers should work together on that. Possibly your organization should have some supervision over it during this peak season. I think that is a problem for the producers, particularly in the West; that is, the handling of their product during the peak season. I think the rest of the season takes care of itself more or less.

Mr. Moncreiffe: If the shipper gives his commission man instructions to hold back on the high peaks for three or four days, wouldn't that help?

Mr. Matheson: Certainly.

Mr. Moncreiffe: If every shipper gave instructions to his commission man to find out the amount received at the different feed yards and to hold them back, wouldn't that help considerably?

Mr. Matheson: Very much indeed.

Mr. Moncreiffe: What would be the best method of doing that?

Mr. Matheson: It is a question of co-operation between the shipper and his commission man. The shipper may not be available, and the commission man has to use his best judgment. He should have done so at that particular time. But if he can consult with his shipper as to the time of marketing, that solves it.

Mr. Moncreiffe: I should think the method would be for the shipper to give instructions to his commission man to use his own judgment.

Mr. Matheson: Yes, sir; I think that is a very good idea.

Mr. Moncreiffe: Would it help to segregate the absolute feeder lambs; that is, put them in one portion of the yard, and not mix them with the killers, or the killers and the top feeders?

Mr. Matheson: I do not think that is quite practical, because it is always a trading problem between the buyer and the commission man as to what constitutes the number of feeders in the lot. It is governed largely by supply and demand. Sometimes one buyer will buy them with ten per cent out, and another buyer might want forty per cent or fifty per cent out. And if the commission man went and sorted them himself, he might be getting the worst of it.

Mr. Moncreiffe: I should think if the ship-

pers gave instructions to the commission men to try and hold back a number of the lambs, it would help iron out the high spots.

Mr. Matheson: It is always advisable for the shipper to have confidence in his commission man and to be guided to a large extent by his advice.

A Member: What I think the gentleman meant a moment ago was to cut out the ones that are absolutely feeders, there being no question about that between the buyer and the seller, and not put them in the bunch of killing lambs.

Mr. Matheson: That is very frequently done. The commission man, to facilitate the trading, does that. Sometimes he does it out of the feed lots; very frequently at the feed lots before he brings them in.

Mr. W. M. Wightman: What is the maximum time that a lamb, shipped from this section, without an excessive shrink, should be held at a feed yard?

Mr. Matheson: Oh, I think stuff that arrives Friday night to Sunday night at the feed yards should not be out there more than three or four days at the longest, on the average.

President Hagenbarth: Mr. Matheson, suppose they reach the feeding station on a Saturday. Would they deteriorate in quality, would they hang black on the hooks, if they were kept as late as the following Friday, say six days, so as to distribute them through the week? Many shipments come down in trainload lots from the West; say, twenty cars or more. If a man gets there on a Sunday, or on a Saturday, or a Friday, in order to distribute them he would have to carry them over, at least the last of them, until the following Friday. Would that be too long a period?

Mr. Matheson: No, I don't think so.

President Hagenbarth: Practically a week is what it would amount to.

Mr. Matheson: Yes. Of course, the lambs would take on perhaps an extra fill in the feed lots, and they would necessarily be discounted in the live price, but make it up in the weight; that is, if the market was normal. If the market advanced, he would gain by doing it anyway, arbitrarily.

President Hagenbarth: But the quality of the meat would not be hurt?

Mr. Matheson: Not necessarily, not in that length of time.

Mr. Wightman: Would that be on grass or on hay?

Mr. Matheson: On grass, on range, always, in my opinion.

To commission men some further consideration is due in view of their arraignment by Mr. Matheson for the market condition of September 27 and their marketing during the following days. A Tuesday run of 34,000 head followed, which was the largest Tuesday run of the year. The receipts on Wednesday, Thursday and Friday were somewhat lighter than on those days in other weeks and that fact may have been responsible for the improvement that took place. It can be considered that price drops of serious character are practically never begun after Tuesday. If prices at the first of the week are good, there is little

danger of selling lower during the remainder of that week and some prospects of selling higher. At the same time a short Monday run following a good week might bring a further rise, but the shipper who reaches the feeding station in time to distribute his stuff as seems best between Monday and Friday is not likely to think of waiting until the following week, though shippers have, in some cases, remained at feeding stations as long as two or three weeks during a time of unsatisfactory markets. Friday markets as reported sometimes appear lower. Occasionally they may actually be so, but this is more likely to be caused by a lack of lambs on that day with as much quality as those bringing the top figures earlier in the week.

Mr. Matheson's criticism of the commission men's actions, or lack of action during the week under discussion, was

directed against their having had 33 per cent of the week's receipts on the market on Monday as compared with 25 per cent in the preceding week and 23 per cent in the next week; and only 26 per cent combined on Thursday and Friday as compared with 34 per cent and 40 per cent in other weeks. It is plain that had there been full cooperation and exchange of information between the commission houses that ordered in additional cars from the feeding stations subsequent to the giving out of the advance estimates of runs for September 27 and October 11, the price breaks could largely have been avoided. It is not possible to say which commission houses failed to exert themselves fully in these cases to hold up the market for their shippers. Six houses have authorized the Wool Grower to make public their record of marketings during the 1926 period of peak re-

ceipts. One of them accepted the invitation offered to make comments or offer explanations regarding the receipts at that time. It can be considered, however, that part of the responsibility for excessive Monday runs rests upon shippers who did not receive or act upon their salesmen's advice and insisted upon having all of their shipments upon the Monday morning market and thereby creating an excess that could have been spread out over succeeding days with advantage to every one.

The table printed below shows the daily marketings of each of six Chicago commission houses which have furnished the data; it also shows, for the market and for each house, the weekly total and the percentage of the week's receipts sold on each day.

(Continued on page 44)

### WEEKLY AND DAILY RECEIPTS OF LAMBS AT CHICAGO AND BY FIVE COMMISSION HOUSES

September 13, to October 22, 1926

WEEKS AND DAYS	CHICAGO					CLAY AND CO.		W. R. SMITH		WOOL GRWERS		NATIONAL		PRODUCERS		WOOD BROS.	
	Receipts of Directs	Estimated Receipts	Actual Receipts	Per cent of week	Top quotation	No. head for week and each day	Per cent of week's total on each day	No. head for week and each day	Per cent of week's total on each day	No. head for week and each day	Per cent of week's total on each day	No. head for week and each day	Per cent of week's total on each day	No. head for week and each day	Per cent of week's total on each day	No. head for week and each day	Per cent of week's total on each day
<b>Sept. 13 to 17:</b>			<b>149,000</b>			<b>32,003</b>		<b>25,378</b>		<b>6,841</b>		<b>3,306</b>		<b>6,675</b>		<b>3,702</b>	
Monday .....	7,900	27,000	39,000	26	15.00	9,233	29	5,920	23	1,138	17	1,584	47	606	9	3,702	100
Tuesday .....	1,800	26,000	28,000	19	14.90	6,789	21	2,837	11	.....	.....	369	11	1,427	21	.....	.....
Wednesday .....	1,000	23,000	28,000	19	15.00	8,013	25	6,757	27	.....	.....	563	17	2,158	32	.....	.....
Thursday .....	.....	22,000	28,000	19	15.00	3,080	9	7,967	32	3,325	49	422	13	1,960	29	.....	.....
Friday .....	10,700	28,000	26,000	17	15.00	4,888	15	11,797	7	2,378	33	368	11	624	9	.....	.....
<b>Sept. 20 to 24:</b>			<b>129,000</b>			<b>20,180</b>		<b>15,963</b>		<b>9,938</b>		<b>6,479</b>		<b>5,068</b>		<b>8,890</b>	
Monday .....	5,200	37,000	32,000	25	14.35	6,244	31	3,235	20	2,290	23	2,644	41	1,471	29	1,247	14
Tuesday .....	3,400	30,000	28,000	22	14.25	4,173	21	725	5	2,030	20	1,521	23	2,504	49	2,755	31
Wednesday .....	1,800	28,000	25,000	19	14.35	3,477	17	5,548	35	2,002	20	1,547	24	152	3	3,183	35
Thursday .....	1,300	28,000	24,000	18	14.40	4,293	21	2,437	15	2,001	20	453	7	552	19	664	8
Friday .....	.....	24,000	20,000	15	14.40	1,993	9	4,018	25	1,615	17	314	5	389	8	1,141	13
<b>Sept. 27 to Oct. 1</b>			<b>139,000</b>			<b>23,387</b>		<b>25,026</b>		<b>21,406</b>		<b>5,665</b>		<b>4,411</b>		<b>6,524</b>	
Monday .....	2,500	28,000	46,000	33	13.85	8,953	31	5,050	22	2,425	11	2,551	45	1,095	21	4,550	69
Tuesday .....	1,700	30,000	34,000	25	13.85	9,572	35	7,215	29	6,248	29	468	8	1,801	48	1,200	18
Wednesday .....	1,100	30,000	23,000	17	14.00	5,984	21	4,449	17	5,807	27	2,292	41	118	2	480	7
Thursday .....	.....	26,000	18,000	13	14.00	2,365	9	4,654	18	4,696	22	226	4	859	19	294	5
Friday .....	7,800	18,000	18,000	13	13.75	1,333	5	3,658	14	2,230	10	128	2	538	12	.....	.....
<b>Oct. 4 to 8:</b>			<b>117,000</b>			<b>17,875</b>		<b>12,295</b>		<b>14,290</b>		<b>7,186</b>		<b>9,430</b>		<b>2,678</b>	
Monday .....	1,200	20,000	27,000	23	14.10	2,810	16	3,335	26	.....	.....	1,889	26	3,665	39	884	33
Tuesday .....	2,400	21,000	20,000	17	14.35	4,920	28	3,335	26	4,096	29	10	.....	1,610	17	275	10
Wednesday .....	800	21,000	22,000	19	14.60	4,582	26	.....	.....	4,534	32	1,560	22	2,103	22	99	4
Thursday .....	.....	21,000	25,000	21	14.75	5,315	29	2,224	17	3,866	28	2,648	37	1,780	19	974	37
Friday .....	7,800	21,000	23,000	19	14.75	248	1	4,081	31	1,794	12	1,079	15	272	3	446	17
<b>Oct. 11 to 15:</b>			<b>141,000</b>			<b>20,504</b>		<b>13,225</b>		<b>12,109</b>		<b>10,558</b>		<b>6,351</b>		<b>12,177</b>	
Monday .....	11,000	22,000	46,000	33	14.35	4,565	22	1,365	10	1,902	15	3,303	31	1,147	18	2,756	23
Tuesday .....	2,000	20,000	26,000	18	14.40	4,274	21	4,673	35	1,869	15	4,918	46	1,140	18	2,894	24
Wednesday .....	2,000	27,000	25,000	17	14.60	5,686	28	2,159	16	2,191	18	701	7	2,370	35	2,035	17
Thursday .....	.....	20,000	24,000	17	14.60	4,491	21	5,028	37	2,064	17	960	9	957	15	3,016	25
Friday .....	3,500	19,000	20,000	14	14.60	1,488	7	.....	.....	4,083	34	676	6	737	12	1,476	12
<b>Oct. 18 to 22:</b>			<b>100,000</b>			<b>13,197</b>		<b>3,479</b>		<b>4,496</b>		<b>7,441</b>		<b>7,519</b>		<b>4,280</b>	
Monday .....	4,300	26,000	31,000	31	14.75	2,222	.....	.....	.....	2,994	66	2,689	36	955	13	1,865	44
Tuesday .....	1,700	16,000	20,000	20	14.85	1,376	10	899	26	.....	.....	895	12	883	12	765	18
Wednesday .....	700	16,000	16,000	16	14.90	2,282	17	370	11	.....	.....	1,140	15	3,438	46	139	3
Thursday .....	2,200	15,000	20,000	20	14.85	5,860	44	1,743	50	.....	.....	1,812	24	1,595	21	1,392	32
Friday .....	3,600	11,000	13,000	13	14.60	1,457	11	467	13	1,502	33	905	12	648	8	119	2

# THE WOOL SACK

## THE ANDREW LITTLE WOOL SALE

The following report of the wool sale consummated by Andrew Little of Emmett, Idaho, on June 22 is reprinted from the Daily News Record, as it was reported by their Boise, Idaho, correspondent:

The highest local price received for wool so far this season was paid Andy Little, Emmett sheep grower, for his million-pound clip, averaging 32½ cents a pound. The prices ranged from 27½ to 33½ cents. Prior to this sale, the price paid John Archabal, 32 cents, was the high mark for the season.

The wool was sold at a private sale conducted in Little's own warehouse on Wednesday. Four companies shared the wool: Adams & Leland, Boston; Webb & Co., Philadelphia; Koshland & Co., Boston, and Eisemann & Co., Boston. On account of the high bids, the price received was not given out the first day, a strong effort being made to keep it secret since there is considerable other wool to be offered. The sale was unique, being one of the few where a single flockmaster disposed of his own clip, graded in his own warehouse, at his own sale. The wools were graded fine, half-blood, three-eighths-blood, quarter-blood and low quarter-blood.

## WOOL CONSUMPTION FIGURES

The wool consumption report issued by the Department of Commerce for May, 1927, gives the total wool used during the first five months of the year as 234,898,022 pounds, which is an increase of 16 per cent over the amount entering into consumption during the same period in 1926, when the total was 202,199,887 pounds. Of the 234,898,022 pounds of wool consumed from January to May, inclusive, 56,556,248 pounds represented carpet wools. The increase in the carpet wools used over the 1926 period was only 6,775,183 pounds, so the principal part of the increased consumption was in clothing wools.

## WORLD'S WOOL PRODUCTION IN 1926

The Textile Division of the U. S. Department of Commerce estimates the world's wool production for 1926 as 3,060,730,000 pounds, which is an increase of 78,000,000 pounds, or 2.6 per cent, over 1925 production. The figures used in compiling this total are based on quite accurate reports obtained from the larger wool-producing countries and on esti-

mates made of production in countries such as China, Russia, Turkey, Palestine, where no reliable data are kept.

Of the countries showing increased production, Australia led, with a gain of 35,000,000 pounds. An increase of 18,000,000 was reported for the United States; 17,000,000 for Spain, and 8,000,-

000 for New Zealand and also for Uruguay. The increase in wool production noted for Spain is said to be due largely to the impetus given the industry by the government and agricultural institutions a year or so ago. Wool production in Germany decreased nearly 9,000,000 pounds from 1925.

## THE BOSTON WOOL MARKET

By Henry A. Kidder

Happenings of interest have been coming thick and fast recently in the wool market. The net result has been to place the wool trade in a better position than has been noted for a long time. Prominent among recent events of importance to wool men has been the end of the Australian and Colonial wool year, June 30, with clearing sales at Brisbane and Adelaide, and the rapidly approaching end of the buying season in domestic primary markets. In both cases, closing prices have been at top figures. From this angle, it must be said that the situation is highly encouraging to growers and owners of domestic wool. Even if the future brings only a moderate enhancement of wool values, the outlook can not be considered other than favorable to the domestic clip, and to the domestic wool industry as a whole.

The big movement in Texas was over when Sanderson held the last of the sealed bid sales of note, on June 14, though buyers from the East were able to pick up scattering clips in various sections thereafter. Top price of twelve-months' wool appears to have been 42 cents, though only an occasional clip brought above 40 to 40½ cents. Late purchases in that state were made on the clean landed basis Boston of \$1 to \$1.05 for twelve-months' and about 90 cents for eight-months'. Other late purchases were made at somewhat smaller figures, but as a rule the prices ruling in that state at the end of the season were around three cents higher than were paid for contracted wools.

The way the Texas clip has been cleared, and the high prices paid, espe-

cially at the end of the season, have greatly surprised even the most experienced wool men. The situation changed radically between March and May, and many are still wondering where Summer Street buyers found the courage to pay such prices. It is true that some of the clips showed a very light condition, as well as other attractive features which made them fit in particularly well with the needs of the mills. Whatever the reason, it is certain that the season's trading has brought success and profit to the growers of the Lone Star State.

Somewhat similar strength has been recently noted in the Territory wool sections where any considerable volume of wool remains unsold, though in no case has the spread between the early contracts and the post-shearing prices been so marked as in Texas. The end of the season appears to have arrived almost simultaneously in Oregon, Montana and Wyoming, though perhaps hanging on longer in Montana, owing to the later shearing dates in that state. There has been considerable activity in these three states in the latter half of June, and prices have been steadily advancing. At this date, the highest figure reported in Montana is 36½ cents for a single choice clip, after a top of 35 cents was maintained for several weeks.

Top prices in Montana or elsewhere are only reached for single choice clips, unless there happens to be a big upward turn in the market, and it is claimed that it is still possible to pick up some useful wools at old prices, say around 35 cents. In northern Wyoming, where most of the recent trading has been grouped, fine clips

have been selling at 30 cents and medium clips at 33 cents. Along the line of the Union Pacific in southern Wyoming, the bulk of the wools have either been consigned or sold outright, though it is expected that a large proportion of the wools in that section will come to Boston on consignment.

The attention of the trade has been attracted by the successful marketing of the Andy Little clip of about 800,000 pounds, at Emmett, Idaho, June 22. Boston houses are reported to have secured the bulk of the wool, though one Philadelphia house was also a buyer. This clip ranks among the largest individual clips in the country, and is notable from the fact that the owner stores the wool in his own warehouse and does his own marketing. Prices paid ranged from 27½ to 33½ cents, the latter being claimed to be the top price in Idaho this year to date.

In Oregon, recent interest has centered mainly around the sales at Prineville, Shaniko and Condon, in the order named, June 21 to 23. Previous prices were also topped in those sales. Much of the June trading in Oregon has been made at 28 to 29 cents, and latterly at 30 cents. At Prineville the other day 30½ cents was the top, which was fractionally higher than anything previously reported in that section. At Shaniko, 31½ cents was realized for a choice clip of 17,000 pounds, the bulk of the wool in the sale going at 28 to 30½ cents. At Condon, the extreme range was 26¼ to 31¼ cents, bulk selling at 28¾ to 31¼ cents, two small clips selling at 26¼ and 27¼ cents, respectively. At other points some choice wool previously sold as high as 32 cents.

Considerable wool is still left unsold in California, but in the other range states, most of the new clip wools have already been taken over by eastern buyers. There has been a surprising eagerness to clear the new clip at top prices, especially in the last half of June. Apparently buyers have been startled to see the new wools slipping away so rapidly, or else the speculative element has taken the market by storm, and even the most conservative houses have been forced to join in what a disgusted member of the trade says has degenerated into a literal "scramble for wool."

If high prices and eagerness of buyers to secure the remaining wool in the Territory wool sections have been the outstanding features recently in the Far West, the same factors have been even more noticeable in the Middle West. Latest reports from Ohio indicate that 40 cents is being freely paid for the best fine clips in that state and in western Pennsylvania, though some buyers are still refusing to operate on this high level, and claim to be able to get some wool of choice description at not over 38 cents. For the medium clips, the general range is 35 to 36 cents, with occasional clips being secured at 34 cents or a fraction better.

Recent top prices in either the Territory wool sections or the Middle West have not yet been reflected in actual operations in the Boston market, though perhaps there has recently been a sharper rally in values of Mid-West fleeces than in Territory wools. The best Ohio delaines are now held at 44 to 45 cents, recent sales being reported at 44½ cents or a fraction better. Half-blood combing is quoted at 43 to 44 cents, and a good lot has been sold at the top price. Three-eighths-blood combing has been rather more quiet than other grades, but is fairly firm at 43 to 43½ cents.

Considerable activity has been noted during the month in quarter-bloods, both combing fleeces and Territory staple wools. Knitters and spinners have been making a drive at these wools, while some of the larger mills have also been buying. As a result prices have been lifted a bit, especially for fleeces. Where a month ago 40 cents was being accepted for Ohio and Michigan quarter-bloods of the better type, the end of June finds dealers refusing bids of 42 cents, and the market appears to be pretty thoroughly established on the basis of 42 to 43 cents. Dealers are reported well sold ahead on these wools, in some cases as much as thirty days. At least there is no more talk of selling at low prices on a replacement basis.

Similar conditions are noted in the market for Territory quarter-bloods, though the rally in values has not been quite so marked as for fleeces. Standard wools of this grade are now selling at 78

to 80 cents, though buyers still claim to be able to pick up some good and useful wools at 75 to 78 cents. Other medium Territories are selling at 88 to 90 cents for three-eighths-bloods and 75 cents for low quarter-bloods, though the quantity of the latter grade available for purchase is quite limited.

Receipts of domestic wool in the Boston market are now running 8,000,000 to 10,000,000 pounds a week, with the bulk of this at the moment made up of Texas or Territory clips. So heavy are the arrivals that Summer Street warehouses are congested and carloads are accumulating at the railroad terminals. Though warehouse gangs are working over time, shipments continue to accumulate, and demurrage charges at the railroads are increasing. Every steamer from the Pacific Coast brings its quota of wool, as buyers are shipping everything possible by the water route, not only to save a bit in the freight charge but to relieve the congestion here to some extent.

Receipts of domestic wool at the port of Boston for the year to June 29 are approximately 89,000,000 pounds, compared with 67,000,000 pounds for the same period last year. During the first half of 1927 receipts of domestic wools were 2,000,000 larger than receipts of foreign, where last year receipts of domestic were over 76,000,000 pounds less than foreign, being less than 32 per cent of the total receipts for the period named. Present indications are that Boston will handle a greatly increased volume of domestic wool this year, though whether enough to make up the deficit in importations is not yet clear.

As far as prices of Territory wools are concerned, the market is advancing very slowly. Some of the larger handlers are seemingly content to make a quick turnover at a moderate profit, and they have found mill buyers ready to operate cautiously on this basis. As far as the early contracts and purchases are concerned, this policy seems to be a winner; the pinch will come when the more costly late purchases are sought to be marketed. Dealers are evidently hoping that the incoming flood of Territory wool may be so quickly and readily absorbed as to

(Continued on page 43)

# RANGE AND MARKET TRADE IN LAMBS

## CHICAGO

When Tom Drumheller of Washington put over a band of 72-pound lambs at \$18.75 on the Chicago market early in June, the crest of what was actually a boom was reached. From that moment the market started down a well-greased set of skids until in its descent top lambs went below \$15. The Drumheller sale was legitimate and he took the money home, but there has been considerable difference of opinion meanwhile as to actual necessity for the price. They were prime lambs, in full sappy condition that shrank only six pounds in transit and reached market in the pink of condition due to the fact that they were shipped at the opportune moment, setting a commendable example to western sheepmen with a penchant for overstayings.

The band of 991 head averaging 72 pounds, netted around \$12 per head. These lambs were less than four months old; had they been held another month in accordance with convention, they might have reached the market weighing 80 pounds, but in all probability would have got woody meanwhile. Drumheller cut out these lambs before sending the main band to the mountains and profited by the innovation. In an effort to get weight too many western lambs are held too long.

Getting back to the market. From the Drumheller episode it was a debacle for two successive weeks. Assuming that Drumheller's lambs were in condition to warrant a premium of 75 cents per hundredweight, the top at that time would have been \$18 legitimately; two weeks later choice Idahos averaging 75 pounds could not beat \$14.75, a sheer drop of \$3.25 per hundredweight with many natives \$4 lower. How it all happened is a long story. Primarily an \$18 lamb market in June is abnormally high; prices to the ultimate consumer worked to such a lofty level that demand was restricted. Following this came a marketward rush of lambs,—good, bad and indifferent, western, southern and natives—that demoralized the dressed market. As usual in such emergencies retailers failed to

follow the decline in wholesale cost, pork and poultry were relatively cheap, and consumers got away from lamb, making a clearance even when the bargain sale rush was resorted to impossible. The situation was aggravated by a raft of common and medium lambs at which dressed trade balked. Every eastern distributing point was cluttered up with medium and common lamb which made it difficult to vend the better grades, incidentally prejudicing consumers against lamb.

Western product did not exert a depressing influence as feeders readily absorbed the thin end of that supply, but a grist of "seconds" from below the Ohio River, tail ends of the Tennessee and Kentucky crop, in addition to a swarm of trashy natives, did the job. Tennessee "seconds" sold down to \$8 and common native lambs at \$7 or less on the Chicago market.

"I am not a prophet," remarked one trader, "but you know what happened in the cattle market last fall and what is happening in the hog market now. Consumers did not buy beef for less money when heavy cattle broke \$6 per hundredweight, nor have they derived much benefit from a \$5 break in hogs. Some of these days we are going to run into a glut of native lambs and the experience of cattle feeders and hog raisers will be repeated. If the wholesale and retail markets were on speaking terms, consumers would get the benefit of such breaks as we have had recently, facilitating a clearance, which, unfortunately is impossible under present conditions."

The June break was accepted philosophically, as prices were "good anyway" as an Idaho man who got \$15.60 for his lambs put it. June always develops a squall; on this occasion an \$18 market made a cyclone possible, and no cyclone cellar or other protection was available. Naturally killers lost a lot of money, as they do invariably on a down market. Having bought a lot of \$17@18 lambs, heads of mutton departments issued explicit orders to get the money back somehow, whereupon a series of raids

that took 25@50 cents per hundredweight off live values daily was inaugurated. One of the major concerns abandoned its policy of protecting the market by letting prices down easily on such occasions, stood from under and when the wreck had been completed sat in at the sale. Criticising killers' buying policies never got the writer anywhere, but on this occasion it looked as though the market pendulum was swung to the extreme in either direction. As is always the case some of the trouble was directly traceable to producer sources. Certainly June supply was not of price-breaking volume, Chicago showing a substantial decrease compared with last year while none of the lesser markets were gorged. The week ending June 11 delivered 183,000 compared with 197,000 a year ago. The week of June 18 saw 196,000 reach these markets, against 216,000 last year and not until the week of June 25 did receipts at these points exceed those of 1926, ten markets reporting 192,000 that week, against 184,000 a year ago.

The break may be more or less logically attributed to an abnormally high price level early in the month, subsequent liberal marketing of native lambs and, more important than all, lack of reasonably prompt adjustment of retail to declining wholesale prices. The latter went down with live values, showing as much as 15 cents per pound decline from the summit to the bottom on some grades; generally the wholesale decline was 5 to 10 cents per pound in the carcass.

At the beginning of June good to choice lambs were on a \$15.75@16.50 basis and there was no intimation of the impending flurry. During the week ending June 4 that spread took the bulk of desirable lambs, cull natives selling at \$12@13 and western feeders at \$12.50@13.25 with a \$13.40 top. A handful of yearlings earned \$13.25@14.50; top \$15. Fat ewes went to killers at \$4.50@6.75 according to weight.

Fireworks developed the following week ending June 11, when the Drumheller lambs struck the high spot at \$18.75; otherwise \$18 was the limit, both

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natives and westerns reaching that figure, the bulk of the good lambs of both kinds selling at \$16.50@18; cull natives at \$13@14 and western feeders at \$13@13.50. A few yearlings made \$13.75@14.50, bulk of the fat ewes selling at a range of \$5.25@7.

The week of June 18 developed further tribulation for the selling side. No lamb passed \$17.60, the bulk selling at \$15.50@17.25 on a constantly sagging market. Native lambs stopped at \$17, a considerable number going at \$15 or below late in the week. Cull native lambs were set back to a \$10@12 basis, but the country bought feeders consistently and persistently at \$13@13.75 and would have absorbed more at the same money. Yearlings earned \$14@14.50 and most of the fat ewes sold at \$5.50@6.50.

The big crash came during the week of June 25, in response to increased supply and a stagnant dressed market. Lambs broke \$1.25@1.50 per hundredweight that week, yearlings joining the procession; but in the face of this slump feeding lambs actually gained 25 cents. Starting at \$15.60 choice Idaho lambs sold down to \$14.75 by the end of the week, although the bulk of the week's supply of Idaho lambs cleared at \$14.75@15.50. Native lambs stopped at \$15, the bulk selling at \$14@14.25 with a considerable number down to \$13.25 and culls as low as \$7, although most of the cull natives cashed at \$9@9.50. Feeding lambs ignored the fat lamb market with 63-pound Idahos going to the country at \$13.75; the bulk of a small supply at \$13@13.50. Sheep, which had apparently dropped to a summer basis, were steady, most of the fat ewes going to killers at \$5.50@6.25.

The dressed market was a bad actor all through the month. It never did justify \$18 live lambs. At the high point choice carcasses sold at 34@36 cents per pound; on the break 26@30 cents were the standard quotations on this grade, but such quotations do not tell the full story when the dressed market runs amuck. Common lamb carcasses wholesaled at 26@30 cents at the high point; the break carried them down to 15@20 cents. At eastern markets, prime spring lamb carcasses sold at 36 @ 37 cents in New York; good to choice 34@35 cents, and medium and

common stock at 26@30 cents, prices that automatically arrested consumption. Had it been possible to stabilize the live lamb market at \$15.50@16.50, its early June basis all through the month, skyrocketing of wholesale and retail values would have been avoided and all concerned would have been better off, as killers would have made a little money on their weekly turnover instead of running into the heavy loss inseparable from buying lambs and vending the product on such sharp declines as were registered.

During the week ending June 24, some grades of dressed lamb declined \$2 to \$3 per hundredweight, carcasses quoted around 20 cents being a drug on the market.

Free marketing of native lambs literally glutted the dressed market with medium and common carcasses during the last half of June. That more of this grade of meat is on the horizon goes without saying. Much of it goes directly to eastern markets, consequently it cannot be reckoned with until dressed trade reports an accumulation, and the resultant bargain sale kicks back at every good lamb in the West. This season, by reason of expanding native lamb production, the evil will be aggravated, apprehension existing that late in the season a grist of bucky, and otherwise undesirable native lambs will report.

J. E. Poole.

### OMAHA

Killer lamb price movements continued erratic throughout June with the ultimate outcome at sharp declines all along the line. A good tone dominated the trade the initial week or so of the month and best western range lambs reached a top for the four-week period of \$18.00, but supplies showed a moderate increase later and prices were hammered off severely. The dressed lamb situation proved unfavorable in June, which was the main factor in bringing about the readjustment at all leading markets as packers could not bear the minuses appearing on their returns from eastern cities. This situation has cleared up apparently, although in some cities demand has shown narrowness, but it is hoped with the rise in beef values that this in-

quiry will improve so that the market on hoof will be stabilized.

Total receipts for June of approximately 175,000 head were on a par with last year, the same number being received on that occasion with the run proving one of the largest for June in history. Only in 1924 did the June receipts ever exceed those of that month for this year.

While the crashing values featured June's fat lamb and yearling trade, there was improvement in the general situation at the extreme close of the month with the market tone healthier than for some time. The general condition appears to indicate that the percentage of slaughter lambs to come from Idaho and Oregon is somewhat less than the previous year, which undoubtedly will have a favorable effect on the market for slaughter lambs early in July. The marketward movement prospects show that lambs are now going into the forest reserves in liberal numbers and outside of the first week in July there are indications of the supplies available being moderate. It is not probable that fat lamb values will show much improvement over the levels at the first of July, fat lambs at Omaha clearing readily on that date around the \$14.00 figure with the feeder end at \$12@13.00, depending on weight and quality.

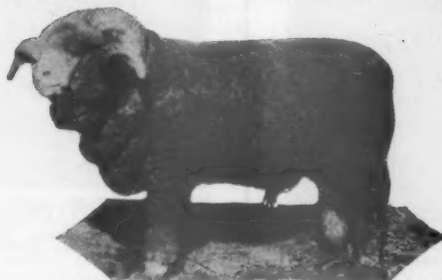
Trading in the feeding lamb division continued to show volume with the outward movement in June proving the largest for that month in several years. Total shipments ran slightly over the 36,000 head mark, as compared with 32,600 head a year ago and 29,200 head in June, 1925. Reports coming from the ranges indicate good grass and up to date the percentage of feeders included in the total runs received at Omaha has been between 20 and 25 per cent. While values followed to some extent the same course as killer lambs, that is, scoring moderate upturns early in the month only to have them entirely wiped out and more too later, the break was not nearly so severe as on fat stock.

The feeding lamb situation is somewhat complex. Until the first part of July in the tributary territory there was need of rainfall, but this has been remedied and inquiry for feeding lambs

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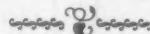
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should improve and undoubtedly the market will show a stronger undertone. There is some talk that contracted lambs may prove somewhat out of line as lambs on the range at \$11@11.50 mean around \$13.50, sorted at terminal markets, while current quotations on feeding lambs of good and choice quality are \$12@13. This means that it takes sorted lambs to bring the latter figure.

The supply of feeding and breeding sheep has been hardly adequate to test market conditions. However, commission men report good inquiry for feeding ewes at \$3.50@4, while one-year breeders are worth \$4.50@6.50, full mouthed ewes upwards to \$7.75. Threes, two-year-olds and yearlings are above this price spread. The relatively small number of fat ewes received during the month found little trouble in moving to killers at good prices, a spread of \$4@5.50 taking in the best killing ewes on the final rounds.

Clyde McCreary.

**KANSAS CITY**

A drop of \$4.50 a hundred pounds in lamb prices and \$1.50 to \$2.50 in sheep prices was the outstanding feature in the June sheep market. Sagging prices developed after there had been a substantial advance at the beginning of the month, but once started down the drop became precipitous, several successive days showing recessions of 50 cents each. In the last three days of the month there was a rally of 50 to 75 cents on lambs and 25 cents on sheep from the low point. On June 7, the top for lambs was \$18, and the next two days \$18 was paid again. On June 10, the descent in prices began and by June 27, the top was only \$13.25. While these changes are quoted in top prices, the whole market from high to low had the same relative position. June 28, there was evidence of stronger demand, and June 30, choice lambs sold up to \$13.75, and other lambs at \$13 would not have brought \$12 at the low point. The June top prices were above the average of the past five years and the low point materially lower than a normal June average. There was nothing in the supply situation to account for the drop in prices, in fact receipts were normal to below normal for the month. Trade in

wool showed an active tone. However dressed lamb and mutton encountered a sharp break and on that basis live-weight offerings were reduced. The retail prices of meat did not reflect any material part of the decline in live weight prices, so that the producers' loss was evidently turned to distributing profit.

Early in the month final Arizona and California shipments arrived and they were over the scales before the big decline began so that these two states had highly favorable prices through the entire season. Texas cut off shipping the middle of the month so that left Idaho, native and southern and southeastern lambs moving at the low prices. Receipts for the last half of the period were much heavier in the eastern market belt than in the western belt, and that condition will prevail through July. Kentucky, Tennessee, Virginia, and Ohio will market more freely in July than in June owing to the fact that their lambs rounded into condition fully thirty days later than usual. The supply available east of the Mississippi River in the next thirty days will be larger than west of the river. Idaho's early lambs are about 30 per cent gone, and unless the market rallies shipments this month will be light. Other range states will not ship very many lambs before the middle of August so that the eastern supply should be fairly well cleaned up by that time.

Receipts of fat sheep in June were principally old ewes and grass fat wethers from Texas. Ewes broke from \$7.50 to \$5.50 and closed the month with a quotable top of \$6. Last sales of grass wethers were at \$7.50 to \$7.75, compared with \$9.50 to \$10 at the high point. A good many yearlings brought \$13 to \$13.50 in the first week of June, but on the close \$9.75 to \$10.25 was the prevailing range. Except for cull ewes receipts of mature fat sheep will be light for the next sixty days.

Trade in stock and feeding classes was limited to the cut outs from the fat offerings. Demand was fully ample to absorb these readily. However this bore no material relation to what is known as the general call for thin lambs for fall and winter feeding. At the present time the condition of hay and rough feed

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crops is materially above the average, but the corn crop got off to a late start. However in the past ten days it has made rapid growth and with favorable weather from now on a large yield can be expected. If corn improves, as is anticipated, there will be a strong demand for feeding lambs from August on.

Indications are that June's low point will stand as the low point for the year. However July prices cannot be expected to be very much above the June close, and if July prices of former years are duplicated relatively, they will average lower than June. In the past fifteen years July prices have averaged lower than those of June, with but one exception, that of July, 1913, but at that time best lambs were selling at \$7.50 to \$8.50. Those who believe that the July market is due for a material rally, point out that the June decline was one of the most severe ever recorded.

June receipts in Kansas City were 131,671, compared with 152,196 in the same month last year, and 107,000 to 163,000 in June in the preceding fifteen years. For the six months, receipts were 757,798, compared with 799,208 in the same period, 1926.

C. M. Pipkin.

## ST. JOSEPH

Sheep receipts for June were around 89,300 compared with 103,772 last month and 85,033 for June a year ago. Supplies were about half from the West and Southwest, those from the latter territory being fed clipped lambs and yearlings. The lamb market during the month was a very uneven affair and values are sharply lower. Compared with a month ago lambs and yearlings are \$2.50@3.00 lower, and sheep 25@50 cents off. Best Idaho lambs on the close sold at \$13.75 against \$19.00 earlier in the month. Best natives on the close went at \$13.00 against \$15.75 a month ago. Feeding lambs were 50@75 cents lower with bulk of sales at \$12.50 on late days. Fat western ewes on the close brought \$5.00@6.00, natives \$5.00@5.75, wethers \$7.50@8.50 and yearlings \$10.00@10.50.

H. H. Madden.

## LETTER FROM A SHEPHERD TO HIS PAL

Dear Ern:

The world may be flat, as Sid Ellis claims, but I cooled his betting fever and got that hundred and fifty dollars he collected off me back in my own jeans. I'll tell you about it Ern, 'cause I know you probably felt bad about me losing my money that way.

Sid was gettin greedy to leave town to go back to work, and we was pulling off a kind of farewell party for him. The girls—Ethel and Alice—was out with us on a drive in the country. We'd parked our car in almost the same spot we were that other time, and the moon was shining just as bright, with the stars all atwinkle, and the great Salt Lake spread out before us like a big slab of hammered silver. Before leaving town we'd turned the girls into a cafeteria and they was full of food and ice cream and in a ripe mood for scientific experiments. Sid acted sort of melancholic, and was running his fingers through Ethel's hair with no thought of her fancy upkeep. I was keeping Alice awake by prodding her under the chin now and then, and we was as sociable all around as three hens setting on one nest.

After a while Ethel spoke up. "I never could understand," says she, "why you can't sink in Salt Lake."

"Yeah, you can't sink in it," says Sid, "but it raises hell with your eyes, and gives you cramps in the nose. I'd lots rather sink."

"You couldn't sink in it," I butted in then, "on account of your specific gravity."

"My what?" says Sid, getting interested. "Your specific gravity. There's nothing can sink in Salt Lake except iron and lead, and unless you weigh that much you'd bob up and down, like a cork."

"Meaning to say," says Sid, "that if I'd weigh more I'd sink. What about those fat gents and dames you see floating around on top?"

"That's got nothing to do with it," says I. "Fact is, you could fill a tank with water out of that there lake and put it on a scale, and get into yourself and you wouldn't make it weigh any more."

"I wouldn't bet on that," says Sid, "'cause you can take a fish and put him

in a bucket of water and he won't make no difference in the weight either."

"You mean salt water," says I.

"Naw, I mean any kind of water," says Sid. "What's salt got to do with it, anyway? It might make the water heavier, but it wouldn't make no difference to the fish."

"In that case I'll bet you a hundred that a fish, thrown into a pail of water, will make it weigh more."

"Call you and raise you fifty on that," says Sid, and reached for his wallet.

"You're on," says I, and peeled a hundred and a half off my own roll. We handed the money to Ethel to hold stakes.

Sid now turned to Alice. "You're purty good at figures that way," says he to her, "Can't you take your pencil and figure this out for us?"

"Wait a minute," says I then. "If it's all the same to you I'd rather we'd get a fish and weigh this thing out on the scales. It might be too hard a strain on Alice's education."

Sid didn't seem so keen about that, but in the end we drove back to town, and I sent Sid out to rustle a pair of scales and a bowl, while I arranged for a good live fish. First though, I slipped up to my room. I had some shotgun shells in my suitcase, and I cut a couple in two and extracted the shot. Then I hurried down to the restaurant next door to the hotel, where they had a bunch of fish swimming in a tank. I had the waiter hold a large fat one in a net for us. I'd told him what we was going to do, and he was much interested and wanted to bet some money, but didn't hardly know where to place his bet. And, while, he had his back turned, waiting on a customer, I took that trout and pried his mouth open and syphoned him full of shot.

In a few minute here came Sid with a bowl like you keep goldfish in and a pair of scales. There was quite a few people gathered around us then, all of 'em keenly interested and making bets of their own. Finally everything was ready. Alice wrote down the weight of the bowl with the water.

"All set," says she. "Put in your fish."

And I slipped Mr. Trout in tail first. I was a little afraid he might gulp up some of the shot. But he didn't. He just took

## Hampshires



60 Yearling Registered Rams

**J. J. Craner**

Corinne, Utah



### HAMPSHIRE

Yearling stud rams  
Yearling range rams  
Lamb stud rams

The finest offering we have ever made.  
English type, blocky and mutton  
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The top of this popular breed.

**THOUSAND SPRINGS FARM**  
Wendell, Idaho

Minnie Miller, Owner.

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### My Entire Stock of Registered Hampshire Sheep

Bred From Butterfield and Finch Stock

3 Stud Rams — 2 Yearling Rams — 60 Ram Lambs — 70 Ewe Lambs  
170 Ewes, age 1 to 5 years

A Very Fine Flock of Sheep

Can be Seen Four Miles South of Rupert, Idaho

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PURE BRED OR REGISTERED

THE RESULT OF 25 YEARS SELECTION AND BREEDING

**Lincoln — Rambouillet Cross Bred Rams**

Ideal Wool-Mutton Combination Shown by U. S. Government  
Experimental Station to be Most Profitable Sheep  
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**1500 Yearling Cross Bred Range Ewes**

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For shear-cuts, superficial wire cuts, certain surface sores, or insect bites, or after docking and branding—tends to repel attacks on wound by Screw Worm Flies, Wool Maggot Flies, and similar blow flies. Very inexpensive.

Pt. cans, 60 cents; Qts. \$1.00; 1/2 Gal., \$2.00; 1 Gal., \$3.00; 5 Gal., \$12.50

If cash accompanies order, we pay freight or postage in U. S. A. Trial cans 25 cents postpaid.

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Can ship to any point on railroad



### German Shepherd Pups For Sale

The Sheep Dog without a Peer

**Dr. Arthur Vance, Provo, Utah**

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#### RANGE — SHEEP — RANCH

1500 big cross-bred ewes from yearlings up.  
600-acre hay and grain ranch.  
Water right can not be beat.  
Extra good buildings—  
An ideal place for winter feeding and early lambing.  
640-acre ranch with fine improvements.  
Controls lots of range and 10-year forest permit.

Outfit can be divided.  
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Organized 1884  
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The Largest Sheep Organization in the World.  
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National Wool Grower .....

The above club rate furnishes an opportunity to sheep and goat raisers to receive interesting and valuable information regarding their industries at a saving of \$1.00. Subscribed for separately, these two magazines cost a total of \$3.50.

Subscribe through

**NATIONAL WOOL GROWERS ASSN. CO.**  
Salt Lake City, Utah

a long spiral dive and laid down in the bottom of the bowl and fanned himself with his fins, acting like he'd been on full feed for six months.

Alice looked at the scale. "You win," says she to me. "The fish has increased the weight by one pound and four ounces."

Sid has now went back to work. He was a bit sore at first. He said that he'd figured the fish would swim. I explained to him that you can't make a fish swim against his own free will. All you can do with a fish is to throw him in the water and let him use his own judgment. Then I bought Alice a seventy-five dollar silk outfit for umpiring the bet. I'm taking her out to a place now where there's plenty of eats and good music. She's going to try and learn me to waltz. So I'd better close. Write soon.

Your friend and pal,  
**Richard A. Wormwood.**

P. S. I was going to tell you about Alice. She owns half interest in a thousand and head of goats and has asked me to go in partners with her. I'd rather it'd been sheep. But I guess there's good money in goats too. The hair brings a dollar a pound, and then there's the market for glands. I'm thinking of getting a doctor in as a partner and start a sanitarium. I've got about six thousand dollars and think I can get the rest at the bank. The cashier said he'd look into it and let me know.

R. A. W.

### JAPAN MAKES ANNUAL PURCHASE OF UTAH SHEEP

During June representatives of the Japanese government made their annual purchase of Rambouillets at Mt. Pleasant, Utah. For about ten years Japan has been building up its government flocks through purchases of some of the best blooded American sheep, and each year selections have been made from the Utah flocks. The 1927 purchases by the Japanese government included thirty ewes and two rams from W. D. Candland & Sons, seventy ewes and six rams from John K. Madsen, and 230 ewes and two rams from the John H. Seely & Sons Company.

**BOSTON WOOL MARKET**

(Continued from page 34)

allow an early advance in prices, though best opinion today is that not over 5 per cent advance is to be expected in the near future.

Fine Territory wools are being moved at prices not very much different from those quoted a month ago. Strictly fine staple is quotable at \$.108 to \$.110 clean, and some are talking up to \$.12 for their best wools. As a rule, however, Summer Street is disposed to make fine and fine medium staple the top grade, and for this \$.110 is today an extreme price. Perhaps \$.105 to \$.110 clean would be a fair quotation. French combing wool still has the call from the mills, and a considerable volume is being moved within the clean range of \$1 to \$1.05. Manufacturing conditions are still so uncertain that manufacturers are questioning wool costs closely. Half-blood staple Territory is quotable at 98 cents to \$1 clean, perhaps a little more for a really choice lot. Average wools of all the finer grades are to be had for less money than quoted above, and much of the wool coming to market is not such as to command top prices, even though unusually light shrinkages are noted in many sections this year.

Occasional lots of foreign wool in bond are being sold to go abroad, but the movement is about over for the present, owing to the better outlook locally. Predictions are that the fourth series of the London wool sales, scheduled to open July 5, will show an advance of at least 5 per cent, owing to the fact that a large proportion of the offerings are speculators' wools, withdrawn from the previous series.

On the whole the outlook at the end of June is much brighter than it was a month ago. In some quarters much importance is attached to the concerted action planned in goods manufacturing and distributing circles, following the presentation and endorsement of the Whiteside report recently to a representative body of textile leaders. The essential feature, as far as the wool trade is concerned, is that goods shall be priced on a profitable basis to start with, and that such prices shall be maintained after the market has been established.

**TO TRADE:**

A five-passenger Hudson Super Six Sedan, looks and runs like a new car. Run less than 10,000 miles. Have two cars, no use for this one. Will trade for Shropshire or Hampshire breeding ewes.

Further information by letter, if interested.

DR. F. L. KLING, Milaca, Minn.

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ROOMS WITHOUT BATH

\$2.50 PER DAY

WITH BATH \$3.00 AND UP.

"The very best of everything at sensible prices"

**CULLEN HOTEL**

SALT LAKE CITY, UTAH

FRED J. LEONARD, Mgr.

**Headquarters for Sheepmen**

More Sheep bought and sold in the Cullen Hotel than in any hotel in the United States.

Rates \$1.00 and up

**THE TWELFTH ANNUAL NATIONAL RAM SALE**

August 29, 30, 31—Salt Lake City.

Gathering place of the Tops of All Breeds.

**ONE HUNDRED YEARS AGO**

One hundred years ago the farmer hauled his products to market in, and sold them from a wagon.

If he kept that wagon in excellent condition, owned good horses, fed and stabled them well he had—for his times—an adequate transportation system.

Farmers of today depend almost entirely upon railroads to deliver products to market. The market wagon of the early nineteenth century has evolved into the freight car, the team into the locomotive, the dirt road into the iron trail.

Railroads, if they are to measure up to the growing tasks set by bumper harvests and increasing seasonal crops, demand even greater care than did the horses and wagons of our forbears. Extensions and betterments must be made constantly, equipment and road bed must be kept in condition and new locomotives and cars must be purchased.

Millions must be spent annually in these improvements and additions to the transportation plant.

Earnings must be adequate to attract new capital if railroads are to keep pace with the growth of agriculture and industry.

**SOUTHERN PACIFIC**



**Why go in  
person—when you  
can stay at your desk  
and send your voice?**



**The Mountain States Telephone & Telegraph Co.**

## Lambing and Individual Tents Wall Tents

Umbrella Tents, without awning extension, also with awning extension, screen window and doors for automobiles and sheep herders, with and without canvas floors.

Range tents with canvas floors sewed in.

Stockman's bed sheets, also sheep and lambing tents, and tarps.

Send for big Catalogue and Discount Sheet.

**H. J. SAUNDERS**

916 La Salle Ave., Minneapolis, Minn., U. S. A.

## PREVENTION OF PRICE BREAKS IN THE FALL LAMB MARKETS

(Continued from page 32)

The kind of difficulties encountered by commission firms endeavoring to accomplish desired distribution is exemplified in the figures shown in the table for the marketings on September 27 by Wood Bros. Commission Company. Regarding their apparently excessive marketing on that Monday that company writes:

"For Monday, September 27, we ordered in four double deck cars of feeder lambs from Washington, there usually being a strong demand for feeders in the late weeks of September. We also had seven cars of Montanas, of which one-third were feeders. On reaching the yard Monday morning we found there had also been delivered five double deck cars of Montana stuff which had been shipped to us without advice as to time of arrival and had come straight through to the Chicago unloading pens from St. Paul. This shipment, together with another unexpected and unreported five-carload, caused our receipts for this day to appear excessive when as a matter of fact the arrivals we had planned upon would have been entirely conservative as our share of the receipts of that day. We are all of the same mind as you in regard to the marketing of lambs in Chicago and other markets; that is, that it may be difficult to regulate the shipping of western lambs in a way to make distribution all that is desired, but a good deal can be accomplished here at the market with a little better cooperation between the commission men."

Two opinions are held regarding the publication of advance estimates of market receipts by the government officers in charge of the Market News Service. These estimates furnish the best information obtainable regarding the numbers to be marketed on the next day. They are based, first, on railroad reports, and second, on statements of commission men as to numbers they expect to have on the market. At the time reports are received from the railroads they ordinarily include all cars loaded and on the road that will reach Chicago, by the next morning. Only in rare cases is it likely that additional cars will be loaded after noon and reach the market next day. Commission men seldom have advance information regarding consignments that reach the market without unloading for feed and water and cannot hold them back. It is very seldom that they call in such shipments after the advance estimates are released, but it appears such was done extensively on October 10.

Discrepancy between estimated and actual receipts chiefly comes through in-

ability to obtain from some commission houses information as to the number of cars they will have brought in next day from the feeding stations. In some cases a commission house is negligent or indifferent; or it may make its decision after the estimate is given out; or its shippers may themselves decide as to how many cars will be sent in.

The suggestion that the estimates be withheld from publication until after the time that it is possible to arrange for additional shipments does not appear practical. It is not necessary, nor to be expected that the actual receipts should be the same as estimated. If the estimate shows a supply that is above requirements, it affords an opportunity for the commission men to get together and arrange to hold back at the feeding stations a part of the cars they had planned to have come in. The trouble is that only a few of the salesmen keep track of things in this way or frankly exchange with others, their plans and intentions. The blame is on the noncooperators, but every one who sells on the unnecessarily depressed markets suffers.

#### THE HAM AND BACON CAMPAIGN

A \$300,000 program to place the nutritive value of ham and bacon before the consuming public is to be launched July 7-8. The campaign is to run through seven weeks and as now planned through the cooperative efforts of the National Live Stock and Meat Board, National Association of Retail Meat Dealers, and the Institute of American Meat Packers, a most successful outcome is assured.

The necessary funds have been pledged and mass meetings have been held in all of the large cities of the country to acquaint retailers and salesmen with the object of the campaign and the way in which it is to be put over. Over 250,000,000 pieces of advertising material have been prepared for distribution among retailers and new material will be furnished for each week of the campaign. In addition to the printed material furnished meat dealers, in 130 cities or more, advertising is to be carried weekly in local newspapers. All of the advertising, either newspaper or through retailers, will feature the economy of using ham and bacon and their value as summer foods.

## SHIP OR OFFER YOUR SHEEP TO PELTS

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## MOHAIR

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**Save \$10 to \$20**

on every saddle or harness. Buy direct from the factory. No middleman's profit. Send for free catalog—maker to consumer.

Justin's Boots at Lowest Prices

The FRED MUELLER  
SADDLE & HARNESS CO.  
DENVER, COLO.

429 Mueller

#### THE TWELFTH ANNUAL NATIONAL RAM SALE

August 29, 30, 31—Salt Lake City — Gathering Place of the Tops of All Breeds.

### These Men Deserve Your Support

The twenty-five hundred members of this Association deserve the support of all wool growers of the West. For seven years they have consistently practiced what our various wool growers' associations have preached, namely, orderly marketing of wool based on quality, grade and shrinkage.

They were the first to make available the facilities of the Federal Intermediate Credit Bank to the wool growers of the West.

They were the first to adopt a form of marketing agreement for wool, which has now become a standard with wool marketing associations.

They were the first association to sell grease and scoured wools direct to mills through their own salesmen.

They have acted as a stabilizing factor in the country wool market where the association operates.

Friends and foes, alike, testify that the association has raised wool prices for non-members.

They are still performing all of these services, and many more besides—all at actual cost—strictly cooperative. Preshearing advances and advances on wool now available.

Ship to Portland, Boston, or San Francisco.

We have U. S. warehouse facilities at these points.

IN UNION THERE IS STRENGTH—JOIN WITH THEM

Write for Particulars.

### Pacific Cooperative Wool Growers

461 Davis Street

PORTLAND, OREGON

## Kreso Dip No. 1

(STANDARDIZED)

### An Exceptionally Good Sheep Dip

1 Part Kreso Dip No. 1 to 72 Parts  
Water will kill

### Sheep Ticks and Sheep Scab

It does not burn or irritate.  
Does not injure the fleece or skin.  
It heals shear cuts and wounds.

**Economical - Easy to Use - Uniform**

Use Kreso Dip No. 1 freely as a  
reliable disinfectant  
to keep all farm animals healthy, to kill  
parasites, and for the rapid healing of cuts,  
wounds, scratches and common  
skin troubles

#### SEND FOR FREE BOOKLETS:

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You'll Like It  
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Your Home Market for all classes live stock

### SHEEPS - HOGS - CATTLE

Quotations or market information furnished on request  
Don't overlook 10th Annual Inter-Mountain Stock Show

March 29th-April 2nd

Home of

**NATIONAL RAM SALE**

## AROUND THE RANGE COUNTRY

(Continued from page 17)

are considered to be standing up surprisingly well.

## WEST TEXAS

Although the northern feeders had made very few purchases of lambs in West Texas at July 1, mixed lambs were bringing on the range as high as \$6.50 for delivery at weaning time, and a large per cent of the lambs in the country had been contracted. Most of the contracts have been made at ten cents for mutton lambs, eleven for ewe lambs, and 10½ for mixed lambs. Lambs are weighing from 45 to 50 pounds and up now.

This has been the big activity in the trading business outside of the yearling ewe deals. These are now bringing about \$9 per head for immediate delivery, and \$10 for fall delivery. One batch of two-year-old ewes recently brought \$11 for fall delivery. A number of yearling ewes have gone to Colorado and Arizona recently for summer breeding, while other ewes have gone north and east.

The movement of muttons to the market is about over for the summer. The mutton men made good money this year, some of them shearing their yearlings for eleven pounds and getting good prices for the mutton.

The wool has been sold and prices were good—a 42-cent top for twelve-months' wool and a 34-cent top for eight-months'. This is a wide margin between the two classes of wool and shows that the ranchmen are beginning to get a better price for better wools. The eight-months' clip, however, will always be an integral part of the Texas wools. The ranchmen in the southern part of the zone shear twice annually because the sheep do better and then again in the spring there are heavy losses if it is dry. The wool concentrated at the warehouses this spring was better prepared than it has been, ranchmen said. There was more use made of the fire branding and less of the paint brand.

The new combs used in the shearing this year resulted in a fewer number of screw worm cases and the result of this and of the fly trapping campaign is to find expression in a statewide campaign

(Continued on page 48)

## Sheep Owners Increase Wool Profits Using Stewart Shearing Machines

With the Stewart Shearing Machine you get about 1-pound more wool per sheep. Figure your additional cash profits on your band of sheep. The sheep are left in better condition than in hand shearing. You also get a longer staple—which grades better. Make use of this modern equipment. Write for catalog and information showing you how to get these extra profits.



### STEWART IMPROVED SILENT BELT DRIVEN SHEARING GEAR

The New Stewart Improved Silent Belt Driven Gear is of the sturdy, thoroughly practical construction that appeals to both wool growers and shearers. Its smooth, silent, continuous power gives the greatest shearing satisfaction that has ever been attained.

The Stewart Belt Driven Gear is free from noise and vibration. The belt is carried halfway around the small pulley, giving plenty of speed and constant, smooth power. The shear can be put instantly in and out of gear without stepping the overhead gear.

### STEWART T. L. O. COMB TAKES LESS OFF

This improved Shearing Comb is made specially for use where conditions require that a little more wool be left on animal.

After a season of actual, practical use under many varying shearing conditions, the Stewart T. L. O. comb has the approval of both sheepmen and shearers. In preparation for this shearing season the Stewart engineers made further improvement in the T. L. O. The combing length of the teeth has been shortened and the shaping and finish of the points further improved for easier combing and faster shearing.



For the best combs and cutters, whether straight tooth or T. L. O., always INSIST on Stewarts. Shearers prefer them because they are always dependable—the best combs and cutters made.

**CHICAGO FLEXIBLE SHAFT COMPANY, 5504 ROOSEVELT ROAD, CHICAGO, ILLINOIS**

C. F. WIGGS  
224 S. W. Temple Street  
Salt Lake City, Utah.

ROACH-McLYMONT  
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WORLD'S LARGEST MAKERS OF SHEARING AND CLIPPING MACHINERY

SEND FOR COMPLETE CATALOG

## TWO OF A KIND!

LINDY FLIES HIGH  
CHARLIE SHURTE SELLS THEM HIGH

On June 9, 1927, we sold for Tom Drumheller of Walla Walla, Washington, to Swift & Co. 991 lambs at \$18.75 per cwt., the highest sold western lambs in 1927 up to date.

Write us for our Market Bulletin or wire us for market information.

Ship to the WOOL GROWERS COMMISSION CO.

If You Have Feeding Lambs to Sell, Wire Us

**Wool Growers Commission Co., Inc.**

U. S. Yards, Chicago, Illinois

C. H. SHURTE,

President and Western Salesman.

**STOCKDALE SHEEP FEEDING YARDS****ROCK ISLAND LINES**

Stockdale, Illinois, 65 miles from Chicago  
Established 1890

**EXCELLENT PASTURES****MODERN BARNs FOR 135 DOUBLE DECK CARS LAMBS**

434 miles from Council Bluffs, 24-hour schedule  
451 miles from Kansas City. 514 miles from St. Paul

**HENRY WEITZ, Manager**

**MORRIS SHEEP FEEDING YARDS**

On the SANTA FE Railroad; at MORRIS, KANSAS

These Yards are located ten miles west of Kansas City Stock Yards. Shippers also have the privilege of the ST. JOSEPH MARKET without additional freight charges. Stock loaded 11:00 a. m. arrives St. Joe yards at 7 a. m. next morning. Have Railroad Agent put "FEED AT MORRIS" on your freight bills and contract.

Avoid a big Shrinkage loss by filling your stock at Morris Feed Yards.

**A Trial Shipment Will Convince You!**

Capacity 45,000 Sheep—42 Cars Cattle.

Owned and operated by **SETH N. PATTERSON**

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**BILL YOUR SHEEP TO  
"FEED AT FREMONT"**

SHORT DRIVES TO PASTURES

The Place to Feed and Rest for Omaha Market.

Prompt Service to Chicago

**FREMONT STOCK YARDS CO.**

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SOUTH ST. JOSEPH, MISSOURI

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**37 Years Actual Experience in Sheep Business**

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**AROUND THE RANGE COUNTRY**

(Continued from page 46)

against the blowfly, in the opinion of many. Great luck was had this spring, too, in trapping buzzards, which carry off lambs and spread charbon.

The sheepman is sitting well on top of the world, except in a few places where the dry weather was beginning to hurt at the first of the month. There is very little feeding, however, in spite of the fact that the better ranchmen have for the last several years been raising a little feed of their own, storing it for emergencies.

Ranchmen, however, are expressing regret over the failure of the legislature to pass the butcher bill at its special session. This bill would have required a bill of sale for all live stock slaughtered and would have prevented the theft of sheep and goats in trucks. This kind of stealing is about the only theft trouble now being experienced and the proposed law would have put an end to it, it is claimed. This illicit traffic is in the main confined to the Mexican border.

The experiment station at which the problems of the Texas ranchmen are worked out has lost its opportunity to buy the two sections which it had under lease, as its option expired. It has reduced its stock to 750 head of sheep, a like number of goats, and 150 head of cattle. The station is to get for the biennium opening in September \$12,850 annually. It is, however, allowed to use the profits from the operation of the station. It owns five sections in fee. In August the annual roundup will be held at the station, at which time various experts will appear on the program. The crowd last year numbered 2000 or more, which is a lot of people for West Texas.

The picnic season is on in West Texas and at Ozona, one of the best sheep shows in the state was held and many sales of bucks by local and northern breeders were made.

A number of meetings were held over the territory during June, featured by the usual barbecue and free discussions. Some of the best thoughts on the sheep industry were expressed at these gatherings.

San Angelo.

Sam Ashburn.